

THE NATIONAL PROVISIONER

JANUARY 31 • 1948

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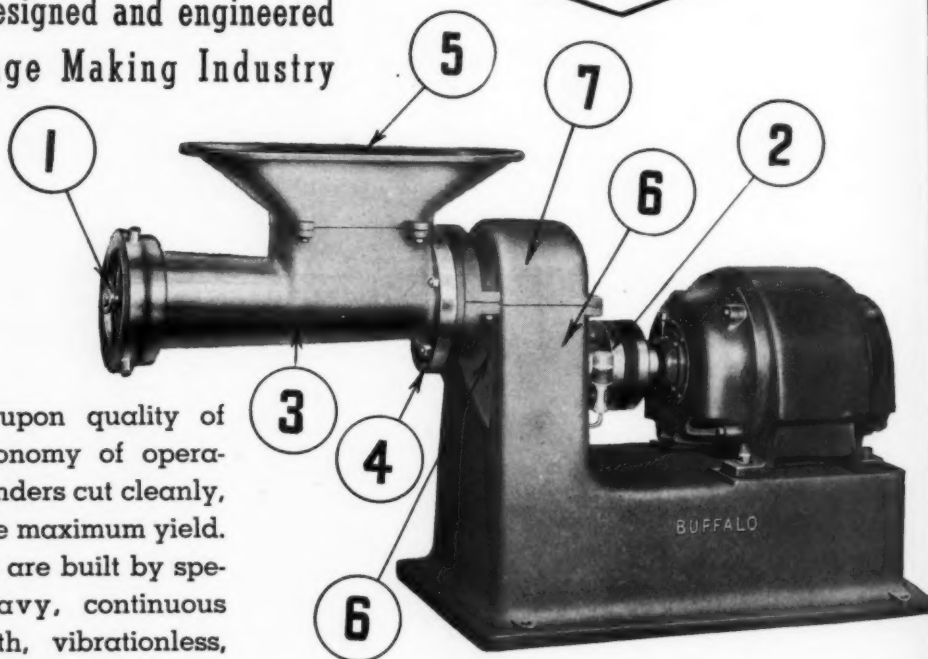


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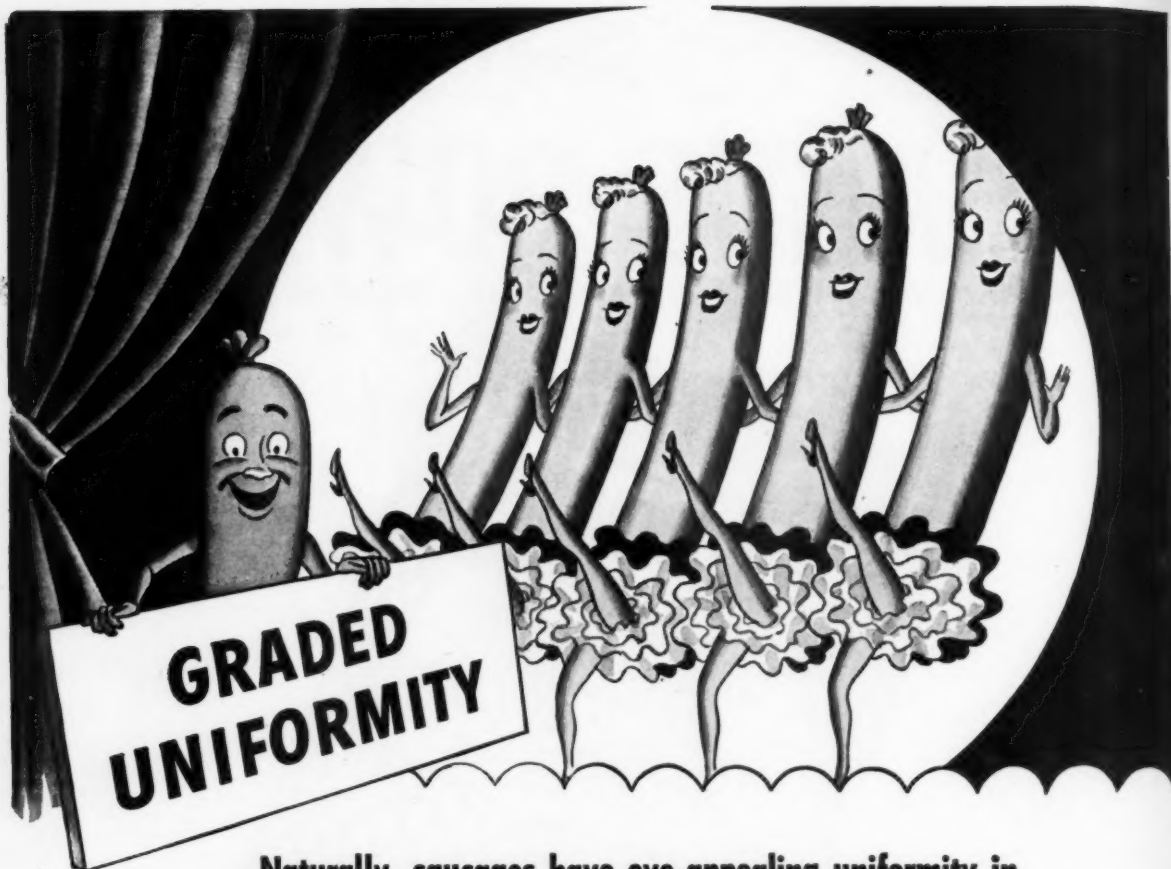
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The National Provisioner—January 31, 1948

Page 5

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THE NATIONAL PROVISIONER

Volume 118

JANUARY 31, 1948

Number 5

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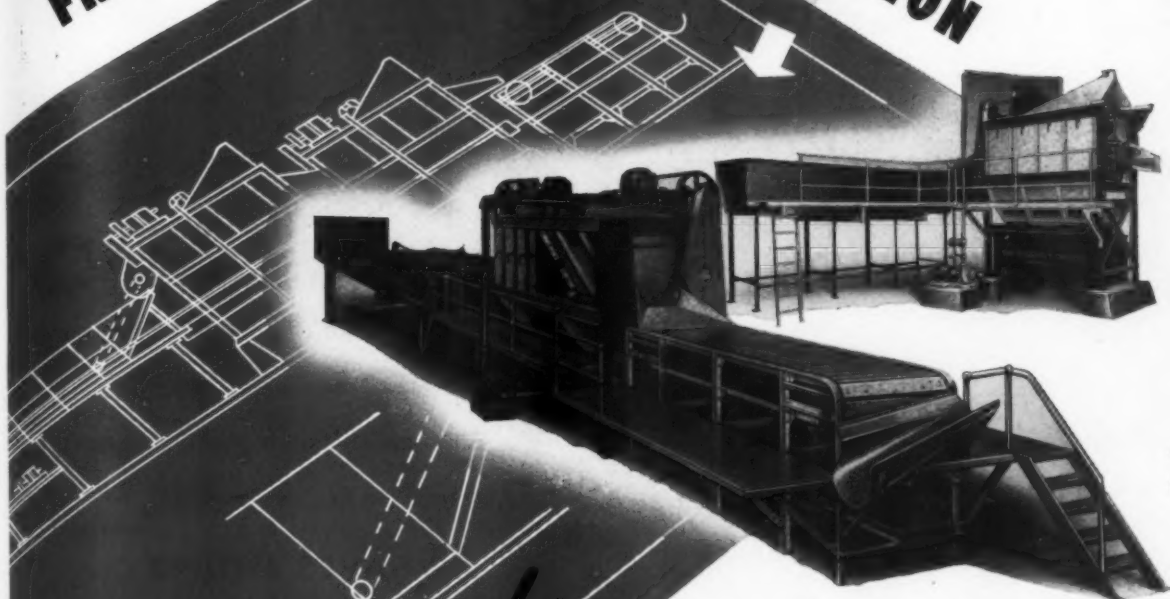
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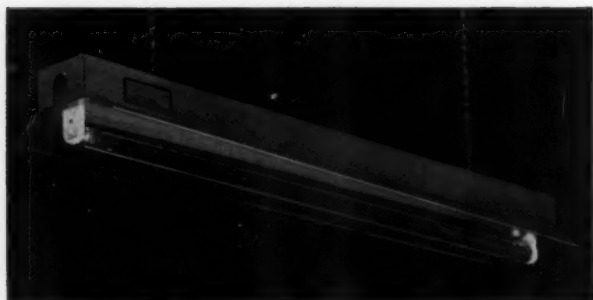
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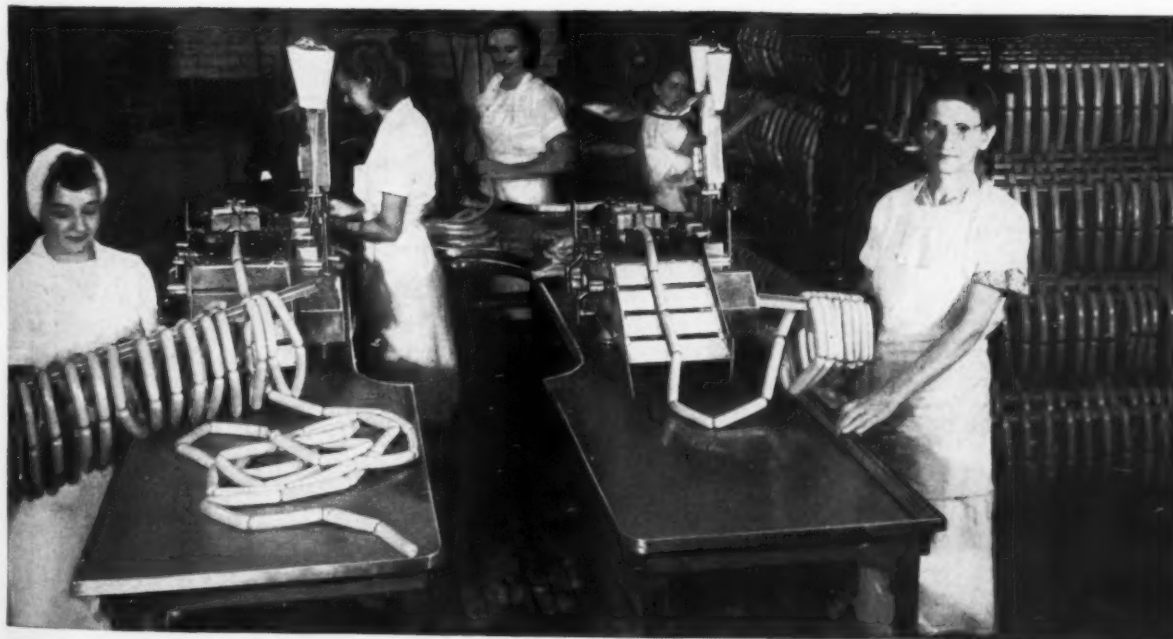
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The **LIPTON SMOKEHOUSE HEATER**—This gas heater gives perfect control of temperature in the house through thermostatic regulators and does away with dangerous open flames in the smokehouse. It assures uniform temperatures throughout the house and complete circulation of heat and smoke, regardless of weather conditions and outside temperatures. Smoking time and shrinkage are considerably reduced.

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LIPTON SMOKE UNIT shown below is equipped with our automatic saw dust feeder. This automatic feeder can be installed in present or in new units and will increase efficiency to a considerable extent. Operates at three different speeds, distributes saw dust evenly and frees the operator for other duties.



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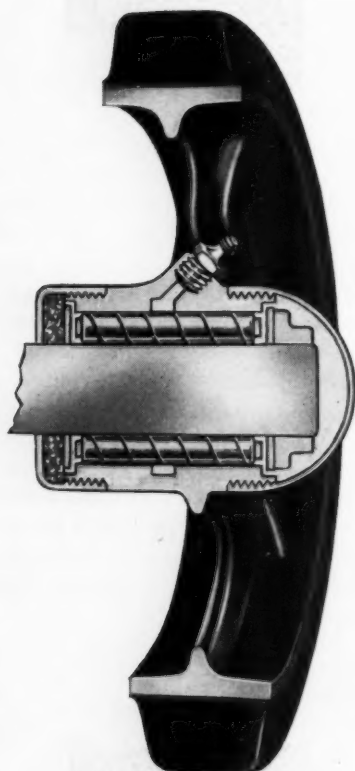
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THE NEW WATERPROOF HUB CAP AND SEALED ROLLER BEARING ADD LONG LIFE TO GLOBE TRUCK WHEELS

Shown at left is a cut away view showing the interior construction of Globe Roller Bearing Wheels. See where the lubricant goes in—the waterproof hub cap prevents it getting out and protects bearings against grit and moisture. The whole bearing is thus encased in lubricant. All Globe Load Wheels, from now on, when furnished with roller bearings, will have these replaceable outer bearing sleeves and waterproof hub caps.

Pictured right is the Globe molded-on rubber tired wheel, possessing a hardness suitable for protection of floors, resistance to wear and sufficiently resilient to relieve operator fatigue when pushing loads over uneven and rough floors.

Remember, a Globe Wheel is more economical too, because you need replace **ONLY** the part that is worn. See the new Globe Catalog for full details on the new Globe Industrial Wheels, Casters and Truck Repair Parts.



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Swift, Armour Grant 9c Pay Hike to AF of L; CIO Is Asking 29c Increase

The pattern for new industry wide wage adjustments was established at Chicago late this week when officials of the Amalgamated Meat Cutters union (AFofL) announced signing of contract agreements with Swift & Company and Armour and Company providing for a flat 9c hourly "across the board" wage increase. The pay boosts, granted under reopening provisions of current master contracts, will effect about 120,000 packinghouse workers, including 40,000 in Big Four plants.

The new agreements, which raise the common minimum wage rate for male labor to \$1.11 an hour, were reached after a week of cooperative negotiations in which three meetings were held with representatives of each of the firms. More than 83 local union delegates were on hand to ratify for the membership. The pay hike will be effective until the expiration of present master contracts in August this year.

According to unofficial, but usually reliable, reports the National Brotherhood of Independent Packinghouse Workers, an unaffiliated union, was also nearing conclusion of negotiations with Swift. Officers of the union were not available for comment but it is believed fairly certain that the terms of any agreement reached will be identical to those granted the AFofL.

Early this week officials of the United Packinghouse Workers of America, a CIO affiliate which is claimed to represent more than 100,000 packing plant production employees, presented their demand for a flat 29c hourly initial wage increase in preliminary meetings with Swift & Company and Armour and Company. The union is also negotiating for additional wage increases at regular intervals in an effort to boost yearly pay checks to a minimum of \$3,425.

Armour representatives rejected the exorbitant demand at the first session and the union immediately filed notice with the federal mediation authorities of the existence of a dispute, a necessary preliminary to the calling of a strike. Ralph Helstein, president, remarked that talks were set with other major packers within the next few days and said if the 29c figure is not accepted the union membership would be polled on a strike. Neither party would comment on the outcome of the Swift meeting.

Helstein explained in a press conference later in the week that the 29c hourly asking figure was based on the fact that about a third of packinghouse

(Continued on page 25.)

Congressional Committees Find Meat Price Regulation and Rationing Have No Friends

GOVERNMENT activity in connection with proposed meat rationing legislation and grain conservation measures increased this week as Senator Tobey, chairman of the Senate banking and currency committee announced appointment of a special sub-committee to conduct hearings on the Flanders bill (see THE NATIONAL PROVISIONER of January 24, page 9) and Department of Agriculture officials met with representatives of the meat packing industry to consider voluntary plans for saving grain.

The new sub-committee, composed of Senators Flanders of Vermont, Capehart of Indiana, Robertson of Virginia, Sparkman of Alabama and Buck of Delaware, was scheduled to begin investigations on Thursday this week by calling government witnesses, including probably Secretary of Agriculture Anderson and some of his aides and several former top members of the old Office of Price Administration.

Shortly before press time, it was learned that Assistant Agriculture Secretary Charles Brannon, first witness to appear, had outlined a sweeping plan to ration meat and control food prices which would include immediate establishment of a point rationing system and the imposition of price ceilings on

meat, food fats and oils and other commodities. There appeared little likelihood, however, that Congress would approve as House consideration of such a proposal has been put off indefinitely.

Late in the week the President told his news conference that the administration had not yet come to the conclusion that meat rationing is imminent. He added, however that the situation is becoming acute and indicated a possible reversal of opinion after all the facts are in. Mr. Truman also reiterated his belief that rationing is no good without accompanying price controls.

Livestock producers were scheduled to testify on January 30 and various meat processors and distributors on January 31. R. J. Eggert, director of the American Meat Institute department of marketing, was also slated to appear Saturday to testify for the Institute, in response to a sub-committee invitation. After hearings are completed, the group will report to the full committee on the Flanders measure which would authorize President Truman to set up the necessary machinery for rationing meat.

Meanwhile, the full banking and currency committee will continue its hearings on various price control bills affecting meat products, including those proposed by Senator Capehart to freeze prices at December 13, 1947 levels; by Senator Taylor, to control prices and allocate and control production and distribution; by Senator Barkley, to provide selective price-wage controls (the Administration bill) and by Senator Morse, to provide coordinated authority for an anti-inflation program.

Earlier in the course of these hearings several representatives of the meat packing industry offered testimony opposed to price control and rationing.

Wilbur La Roe, jr., speaking on behalf of the National Independent Meat Packers Association, told the committee that the suggestion of Secretary of Agriculture Anderson that meat prices be fixed at the packer level is altogether unworkable.

Pointing out the earlier failure of price control in the meat industry, which led to its abandonment in October, 1946, La Roe stated that from the time ceilings were imposed in 1942, price control of meat brought one crisis after another.

"It would be accurate to say that it was a continuous crisis," he noted, "with regulation after regulation pro-

COMMERCIAL FATS-OILS ALLOCATIONS CANCELLED

The U. S. Department of Agriculture announced last weekend the cancellation of commercial allocations covering 29,100,000 lbs. of fats and oils and 20,700,000 lbs. (oil equivalent) of shelled peanuts which had been allocated in 1947 but for which export licenses had not been issued prior to midnight of December 31, 1947.

This action has been taken in accordance with program provisions that no fats and oils allocated for commercial procurement in 1947 could be exported in 1948 unless licenses were obtained prior to midnight of December 31, 1947.

Cancellations do not include any allocations made for procurement by the Commodity Credit Corporation or other governmental agencies which do not require export licenses. The cancellations include 4,000,000 lbs. of lard; 200,000 lbs. margarine; 300,000 lbs. shortening; 1,800,000 lbs. cottonseed oil; 4,400,000 lbs. soybean oil; 400,000 lbs. coconut oil, and 6,100,000 lbs. of inedible tallow and grease.

mulgated in an effort to remedy or patch the situation. Finally, after almost every conceivable regulatory device and method had been employed, we had a complete breakdown."

La Roe stressed the fact that during 1948 the U. S. will have an adequate supply of meat—around 146 lbs. per capita according to the USDA.

"Aside from last year, 1944 and 1946," the NIMPA representative declared, "this is more meat than our people have ever had in any year during the past 20 years. The average meat consumption during the five-year period 1935-39 was 126 lbs. per person. We shall this year have 20 lbs. more per person than the prewar average. We shall also have somewhat more meat this year than during five of the last eight years."

"It will be seen from these figures that there is absolutely no justification for any impression, which some people may have, that there will be empty meat shelves in 1948. There will be an adequate supply of meat on the shelves unless there is a form of price control which diverts the meat to illegitimate channels."

La Roe also made the following points:

- 1) Neither price control nor rationing will increase the supply of meat available or reduce the purchasing power of the people; 2) If we add a black market and disorganization of legitimate trade to the present situation, prices are almost sure to increase even higher; 3) It is the legitimate sellers and buyers who are hurt by price control and rationing; 4) Recent history shows that price control at the packer level will not work, and this is confirmed by OPA's leading economic expert; 5) The very small margin of profit made by the meat packers cannot on any theory make much of an impact on the cost of meat to the consumer; 6) In fact, the consumer will be injured by the diversion of meat from legitimate channels, by the extremely high prices which obtain in the black market, and by heavy subsidies which experience shows must be paid to make price control even half way effective; 7) The wholesale invasion of the meat packing business by grocery chains, with thousands of stores, has made it still more impossible to make price control work when limited to the wholesale or packer level.

Bills Called "Mischievous"

Several western meat packers offered testimony opposed to price control and L. Blaine Liljenquist, representing the Western States Meat Packers Association, declared that controls "are unworkable in time of peace and would swiftly revive the black market." He emphasized that plenty of meat would be available if the industry is not subjected to rationing or price ceilings.

Chairman Hope of the House agriculture committee also came out flatly against restoration of controls or rationing and scored the constant admin-

REVEAL CANNED MEAT PROMOTION FOR 1948

Last year was the best peacetime year in the history of the canned meat industry because of the cooperation of the different factors in the field and because of the increased interest shown by retailers and consumers, T. C. Tait of Swift & Company, chairman of the National Meat Canners Association, told members of the



T. C. Tait, president of the National Meat Canners Association; John H. Moninger, secretary; Charles O. Hustung, account executive of the Leo Burnett agency, and G. W. Munro, association secretary, next to some of the 1948 magazine advertising on canned meats which is being sponsored by the American Meat Institute and the Can Manufacturers Institute.

association and representatives of the can manufacturing industry, steel producers and publications at the annual Atlantic City luncheon of the group on January 20. Tait predicted the advent of new and better canned meats.

G. W. Munro of Armour and Company, chairman of the association's public relations committee, noted the achievement of the association in recommending and winning U. S. Department of Agriculture approval of higher minimum standards for canned chili, corned beef hash, meat and spaghetti and vienna sausage. He revealed that new meat products coming on the market have had the benefit of National Meat Canners Association research.

Munro pointed out that canners and others in the field are now able to keep informed on current canned meat production trends through monthly output statistics made available by the Meat Inspection Division and published in *THE NATIONAL PROVISIONER*.

Citing the enormous strides already made by the industry—1946 production of 1,342,900,000 lbs. was up 336 per cent over 1937 whereas total meat output for 1946 was only 46 per cent greater than in 1937—Munro said that a survey has shown that 86 per cent of all families now know intimately one or more canned meats and that 30 per cent of all families now know three or more kinds. He stated that the various elements in the industry are determined to hold and improve the position of canned meats in 1948.

This will be done in part, Munro said, by magazine advertising such as that sponsored by the Can Manufacturers Institute during February, in which corned beef hash will be shown as the center of a meal; by the *May McCall's* advertising of the American Meat Institute promoting the nourishing qualities of canned meat for children, and by Can Manufacturers Institute advertising emphasizing the low cost of all canned foods, including meat.

Canned meat advertising by the American Meat Institute, Can Manufacturers Institute and by companies promoting their own brands now amounts to about \$6,000,000 a year, according to Munro.

A brochure, "Here's a Key to Bigger Volume," describing 1948 canned meat advertising and promotion and giving ideas for merchandising and selling canned meats will soon be distributed to retailers.

istration propaganda about a possible meat shortage this year unless some sort of rationing is imposed. Hope told the House members that bills introduced for allocation of meat are "mischievous" proposals which would make

meat scarcer and harder to buy.

He declared that the best available estimates of meat supplies for the coming year indicate that per capita consumption will be higher than in any

(Continued on page 37.)



SPOTTING FUEL TANK CAR

In foreground is the permanent piping used in unloading cars. Oil line is at the left and the car heating steam line in the center. Capped pipe at the right is the end of the line the plant will employ in loading tank cars with inedible tallow and greases. Flexible hose is used in connecting the pipes with the cars.

from refineries in bulk quantities at lower rates. Since the plant can store its fuel the packer also enjoys a preferred buying position as the refining industry wishes to avoid the cost of storage.

The desirable storage system was installed by the packer at a minimum of expense and requires little attention. The storage plant consists of four salvaged railroad tank cars of ap-

Foresight Beats Oil Shortage and Saves

COMBUSTION engineers believe that the present fuel oil shortage is in part aggravated by the failure of industrial users to provide adequate storage facilities with which to cushion the peak winter demand for fuel oil. They contend that industrial users could assure themselves of more adequate supplies of fuel by having ample storage facilities which would enable them to purchase oil during the low demand season. Besides the certainty of an adequate supply, a fuel storage system may result in other benefits, such as a lower fuel bill and avoidance of mixing incompatible oils.

The desirability of following the suggestion of combustion engineers is illustrated by the experience of the Reliable Packing Co., Chicago, which recently installed a bulk fuel oil storage system. Despite the short supply of oil



PACKER'S STORAGE DEPOT

In addition to the four salvaged tank cars which will hold about 40,000 gals., two boiler feed storage tanks will hold about 16,000 gals. Pumps and valves for the storage depot are protected by the wooden housing in a pit.

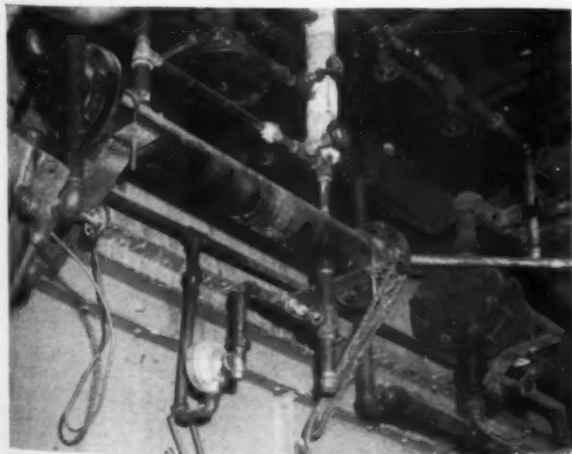
proximately 10,000 gals. each, set on concrete bases adjacent to a railroad

PREHEATERS AND BOILER FEED

LEFT: Two independent oil heaters, a necessity when firing bunker C oil, utilize live steam and are thermostatically controlled. **RIGHT:** 1-h.p. pump employed to feed oil to burners. The filter and air eliminator are shown disconnected for cleaning and fuel oil is being passed through smaller unit.

the firm has been able to lower its fuel bill by 2 to 4c per gallon or at its current rate of consumption by as much as \$22 per day. The packer has also experienced a minimum of difficulty in procuring an adequate supply of oil.

The advantages gained by the packer arise from the company's ability to purchase and to unload fuel oil in tank car lots, allowing it to purchase directly



spur. The whole storage system is enclosed by a 3-ft. concrete enclosure which acts as a retaining wall in case of tank leakage. This is a fire safety precaution which any packer installing an oil storage system should employ.

In operation the filled rail tank cars are spotted at the receiving pipe alongside the railroad spur. A receiving pipe is connected to the tank car by a hose extension, as is a steam pipe if it is necessary to heat the oil in the tank car. (The heavier grades of oil generally require steam heating prior to unloading.) A 7-h.p. Viking rotary pump unloads the fuel into the storage tanks. Depending upon the viscosity of the oil, the pump has a capacity of 75 to 90 gals. per minute. When oil is needed from one of the storage tanks, the pump is employed as a suction unit and moves the oil into one of two underground tanks adjacent to the boiler room. Capacities of these tanks are 10,000 and 6,000 gallons respectively. (Local fire regulations require that all fuel lines feeding a boiler be of the suction type, unless the fuel tanks are lower than the boiler.)

The Reliable fuel storage system gives the plant sufficient oil for about two months of normal operation. Combustion engineers generally agree that a fuel oil storage system with at least one month's capacity is desirable if the packer is to enjoy an adequate supply of fuel and a favorable price.

Oil Heated Before Pumping

Being salvaged cars the oil storage tanks have steam coils for heating the oil prior to pumping. As needed, each of the storage tanks may be heated individually with a savings in steam. Steam lines to the tanks are 1/4-in. and vent to the atmosphere any exhaust and dump the condensate. It requires about eight hours properly to heat the fuel oil in cold weather with outside temperatures in the 20-deg. F. range.

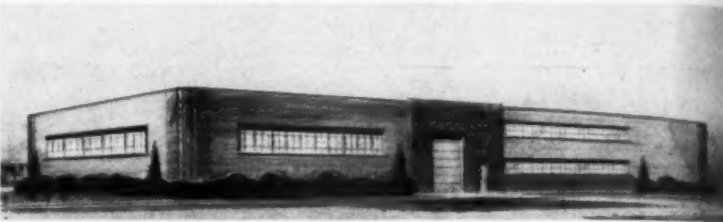
The two boiler feed tanks are heated with steam circulating during the period each tank is feeding the boilers. The fuel is pumped from the tanks by a 1-h.p. suction pump. The piping arrangement is such that the oil travels through one of two oil filters and air eliminators. The flow of the oil is directed to the filters on an alternating weekly schedule, permitting systematic cleaning of each filter. The filtered oil is pumped at 40 to 60 lbs. pressure to two steam preheaters which are thermostatically controlled to preheat the oil to 180 degs. F. The preheaters are cleaned once a year when the boilers are changed over to gas firing for the summer. However, if need arises, each preheater can operate independently. Prior to entering the oil burner, the oil passes through a meter to provide an accurate record of fuel consumption. Fuel readings are taken daily.

The oil is burned in a rotary type burner which has an auxiliary pump to pump back the unused fuel to help keep the oil supply tank warm. A pressure indicator on the return line shows when

(Continued on page 32.)

JOHN MORRELL & CO. WILL SPEND \$1,000,000 FOR NEW BUILDINGS AT SIOUX FALLS PLANT

Plans for a construction program at the Sioux Falls plant of John Morrell & Co., costing at least \$1,000,000 and calling for four new plant buildings and an addition to the present office, have been announced by R. T. Foster, vice president and manager of the plant. Work will extend through-



out 1948. If all goes well a supply and storage building, a new garage, a new machine shop and two other additions will be completed this year.

The shop will be a two-story brick and concrete building to be erected between the stockyards and the beef house. Its 550,000 cu. ft. will house all mechanical maintenance and repair work and additional locker room for the mechanical crew and routine laboratory facilities. The building will also contain a six-story elevator and stair shaft (see drawing below) to provide for the possible erection of additional stories.

"In the face of high construction costs," said Foster, "this major improvement program we are undertaking gives ample evidence of our faith in the future of Sioux Falls and of the territories in which we operate. With the new facilities we are providing, we will be in a position to operate more efficiently and provide better working conditions for our employees."

The largest of the buildings will be for supply and storage. It will be erected on the east side of the main group of buildings and will be an eight-story structure, 100x122 ft., built of reinforced concrete and brick. The supply and storage building will provide 1,100,000 cu. ft. of space. It will have a refrigerated cellar for curing, and canning operations will be transferred from their present location to upper floors of this building. The rest of the space will be devoted to storage and supply. The entire building will be conveyor-equipped to facilitate handling of supplies.

The new brick and concrete garage (see top picture) will be 90x190 ft. with a granite trim. It will be used for trucks and tractor equipment, repair and storage and will have complete facilities for greasing, washing and repairing. The one-story garage will have a steel truss-supported roof.

The new addition to the office building will be 60x109 ft. and will be built on the west side of the present building. It will contain a basement and three additional stories and will be completely air conditioned. The office building will retain its present occupants. New facilities will give increased staff space and will also provide space for the U. S. government inspectors and the production engineering department. It will be built of brick and reinforced concrete. Present cafeteria facilities will be enlarged.

The company also plans an addition to building No. 8 which will be a structure spanning the three loading tracks which now extend through the center of the plant. The lower level of this structure will be 24 ft. above the ground. It will be two stories in height, measure 40x80 ft. and contain 67,200 cu. ft. of space. It will be used for washing equipment, such as meat trucks, and will provide additional locker and toilet facilities for employees.

The architect for the office addition is Harold Spitznagel of Sioux Falls. Henschien, Everds & Crombie of Chicago designed the other buildings.





Ideas from Eastern Processor's Plant

ALTHOUGH the new plant of Millar Bros. & Co., Philadelphia, Pa., has been in use for only a relatively brief period, the rapid growth of demand for the firm's smoked meat products, sausage and canned specialties has already dictated an expansion in physical facilities. Foundations are in place and construction will begin in the near future which will increase the firm's already large smokehouse capacity, provide space for another boiler and allow installation of a carload rock salt dissolver. Morris Fruchtbaum of Philadelphia is the engineer and architect.

Bernard Zitin, general manager of the firm, reports that the company's line of self-service meats, which was described in *THE NATIONAL PROVISIONER* of May 24, 1947, page 10, is selling well, and that more and more stores in the East are developing along the lines of self-service meat departments.

While waiting for expansion of the plant proper, officials of the company have developed a number of interesting innovations in connection with the processes carried on there. One of these is an unusual twin cut pumping line arranged in a stair steps manner, as shown in the photograph on this page. These two parallel pumping lines are constructed of stainless steel and employ Griffith pumping scales. Each of the lines is built around two stainless steel chutes sloping from the high point, where the green cuts enter, to the low point, at which the pumped cuts are ready for delivery to the curing cellar.

The top chute carries the green hams to the pumpers, who are seated at declining levels along both sides of the chute and facing toward its head. As the hams slide down the chute, they are removed by the pumpers and placed on the scales, covered with a splash cloth, and then pumped with the proper percentage of pickle. After pumping, the hams are removed from the scales and

VIEWS OF PUMPING UNIT

LEFT: Looking down one of two cut pumping lines from head or supply end. The top chute carries green cuts to pumpers and the bottom one the pumped cuts to the brander.

RIGHT: Some of pumpers at work.

placed on the lower chute. They then slide down to a workman with a burning brand who brands the cuts and then releases them down another chute (at right angles to the pumping line) to slide down into a truck in the curing cellar below.

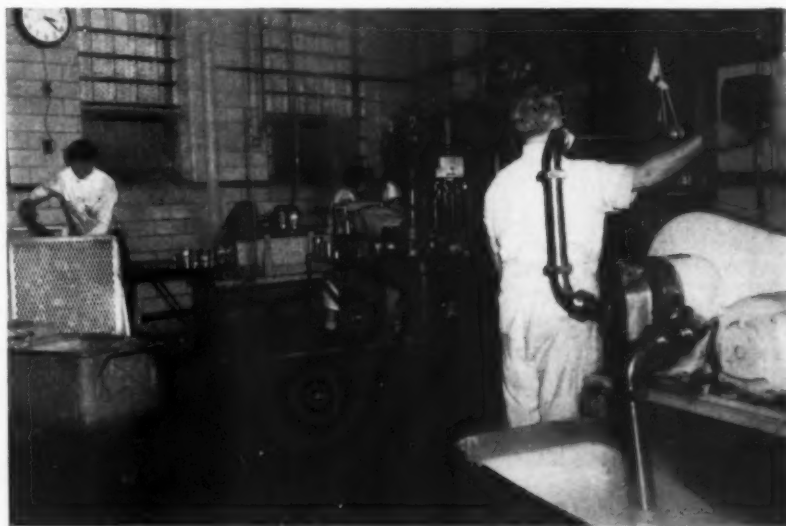
Each of the pumping lines, which together form one large pumping unit joining at the feed and discharge ends, is manned with pumps and is kept sup-

plied with material by two workers stationed at the high level head who unload the trucks and tierces of green cuts and place them in the upper chutes.

In the near future, a hoist will be installed to lift whole truckloads of green cuts to an apron at the head of the double pumping line. With this arrangement it is believed that it will be possible to keep the pumpers steadily supplied with green cuts for pumping. Green meats are brought into the first floor pumping room in trucks or tierces direct from cars on a nearby siding.

The later handling of the cured cuts has also been mechanized. From the curing containers in the cellar the meats go to the washing table where the

(Continued on page 39.)



CANNING LINE FOR CREAMED DRIED BEEF AND SCRAPPLE

Pressing the starter button activates the line from the pump pickup of the hot creamed dried beef (right foreground), through the empty can conveyor and sterilizer, measuring filler, capping machine and the filled can washing conveyor.

Western Packers Meeting at San Francisco

PROMINENT members of the meat packing, livestock and allied industries, as well as recognized authorities in the fields of government and economics, are scheduled to speak on a wide variety of problems confronting the industry at the second annual meeting of the Western States Meat Packers Association. The three-day convention will be held at the Fairmont hotel in San Francisco, Thursday to Saturday, February 12 to 14.

Included in the long list of speakers are such men of national reputation as H. V. Kaltenborn, news commentator for the National Broadcasting Co. and for years a leading authority on world events, and the Hon. Joseph C. O'Mahoney, U. S. Senator from Wyoming, who will speak on the menace of monopoly. Most of the talks will be given at general sessions on Friday and Saturday afternoons, according to a program released by E. F. Forbes, president of WSMFA. Several social activities, including special events for women attending, have also been planned by the convention committee.

More than 53 manufacturers will have displays of packinghouse equipment and supplies in 60 large exhibit booths in the hotel, and 30 suppliers have already indicated that they will maintain hospitality headquarters dur-



O'MAHONEY



GEO. DRESSLER



L. HAGEMAN



F. E. MOLLIN

ing the three days of the convention.

Registration will be held in the main lobby of the hotel, beginning at 9 a.m. Thursday, and continuing throughout the day and starting at 9 a.m. the following morning. The first general business session will be held at 10:30 a.m. Friday in the Gold Ballroom of the hotel, with President Forbes presiding. Albert T. Luer, president of the Luer Packing Co., Los Angeles, and chairman of the board of directors of the Association will make his report, and the nominating committee will be announced.

Another general business session will be held at 9:30 Saturday morning,

under the chairmanship of James DeVine, president, American Packing & Provision Co., and vice president of WSMFA. Annual reports will be made by the association officers: Secretary, W. S. Greathouse, president, Frye & Co., Seattle, Wash.; treasurer, George H. Lincoln, secretary, Standard Packing Co., Los Angeles, and President E. F. Forbes. Committee reports will also be given by the chairman of the hide committee, E. E. Fallentine, vice president of the American Packing & Provision Co., Ogden, Utah, and the accounting committee chairman, Louis Hageman, secretary-treasurer of the Luer Packing Co., Los Angeles. New

LIST OF EXHIBITORS OF PACKINGHOUSE EQUIPMENT AND SUPPLIES

DISPLAYS of modern packinghouse operating equipment, machinery and supplies will be open for inspection during the Western States Meat Packers Association meeting in more than 60 large size exhibit booths located in the Terrace Ballroom, Vanderbilt Room and corridor of the Fairmont hotel. Approximately 50 supplier firms have contracted for all available exhibit space in which to demonstrate their products. Executives

and sales representatives of the exhibiting firms will be on hand to explain technicalities of equipment and answer the questions of member and visiting packers.

Booths will be open for inspection at the following hours: Thursday, February 12, 12:00 noon to 10:00 p.m.; Friday and Saturday, February 13 and 14, 12:00 noon to 2:00 p.m. and 4:30 to 10:00 p.m. A list of exhibitors follows.

FIRM NAME AND LOCATION	BOOTH NUMBER
J. M. GORDON CO., Los Angeles	T-1
H. SCHLESINGER, Los Angeles	T-2 and 3
L. KAUFFMAN CO., Los Angeles	T-4
CINCINNATI COTTON PRODUCTS CO., Cincinnati	T-5
WM. J. STANGE CO., Chicago	T-6
ALUMINUM BODY CORP., Los Angeles	T-7
FEARN LABORATORIES, Franklin Park, Ill.	T-8
MEAT PACKERS EQUIPMENT CO., Oakland, Calif.	T-9
JOHN E. SMITH'S SONS CO., Buffalo, N.Y.	T-10
LOS ANGELES CASING CO., Los Angeles	T-11
WESTERN LABORATORIES, Los Angeles	T-12
TOLEDO SCALE CO., Toledo, O.	T-13 and 14
CROCKER-UNION CO., San Francisco	T-15
ALUMINUM COOKING UTENSIL CO., New Kensington, Pa.	T-16
COLUMBIA STEEL CORP., San Francisco	T-17
THE ADLER CO., Cincinnati	T-18
BEMISS-JASON CO., San Francisco	T-19
FAIRBANKS-MORSE CO., Chicago	T-20
MILPRINT, INC., Milwaukee	T-21 and 22
T. R. MANTES CO., San Francisco	T-23
(Distributor, Exact Weight Scale Co.)	
KIECKHEFER CONTAINER CO., San Francisco	T-24
WEST COAST SPICE CO., San Francisco	T-25
TURCO PRODUCTS, INC., Los Angeles	T-26
MARATHON CORPORATION, Menasha, Wis.	T-27 and 28
THE GLOBE COMPANY, Chicago	T-29 and 30
ALLEN GAUGE AND TOOL CO., Pittsburgh, Pa.	A-7

FIRM NAME AND LOCATION	BOOTH NUMBER
NATIONAL ICE & COLD STORAGE CO., San Francisco	H-13
UNION OIL CO., San Francisco	T-31
PACIFIC RUBBER CO., Oakland, Calif.	T-32
TOWNSEND ENGINEERING CO., Des Moines, Ia.	T-33
HOBBS BATTERY CO., San Francisco	T-34
GREAT LAKES STAMP & MFG. CO., Chicago	T-35
HUGH ROBINSON & SONS, Los Angeles	T-36
OAKITE PRODUCTS, INC., New York city	T-37
HOY EQUIPMENT CO., Milwaukee, Wis.	T-38
LINKER MACHINES, INC., Newark, N.J.	T-39 and 40
GRIFFITH LABORATORIES, Chicago	T-41
ENTERPRISE INCORPORATED, Dallas, Tex.	T-42
LE FIELL CO., San Francisco	A-1 and 2
LE FIELL MFG. CO., Los Angeles	A-5 and 6
JOHN J. DUPPS CO., Cincinnati	A-3
MARTIN H. LIPTON CO., Inc., New York city	A-4
CHALLENGE CREAM & BUTTER ASSOCIATION, Los Angeles	H-1
LASAR MFG. CO., Los Angeles	H-2
STEELCOTE MANUFACTURING CO., St. Louis	H-3
HENRY S. GROSSMAN CO., Los Angeles	H-4
PAN AMERICAN WORLD AIRWAYS, San Francisco	H-5
THE NATIONAL PROVISIONER, Chicago	H-6
HOWARD ENGINEERING CO., Hollywood, Calif.	H-7 and 8
DOHM & NELKE, INC., St. Louis	H-9
SAN FRANCISCO CASING CO., San Francisco	H-10
WEBER SHOWCASE & FIXTURE CO., INC., Los Angeles	H-11 and 12

officers will be elected following the report of the nominating committee.

Speakers at the Friday afternoon session are: Irving R. Glass, executive vice president, Tanners' Council of America, whose subject is "Outlook for Hides and Leather in 1948." A motion picture, "The Story of Leather," will be shown in connection with the talk. Dr. George H. Hart, division of animal husbandry, University of California, will discuss

and will have a luncheon in the Garden room at noon. The hide committee and the accounting committee will also meet at 10 a.m. Thursday.

A dinner-dance for delegates and

guests will be held at 7:30 p.m. Friday night in the Gold Ballroom of the hotel. Music by Art Weidner and his ten-piece orchestra, plus an outstanding floor show, will be featured. A luncheon and fashion show for the ladies will be held on the following day at 12 noon in the Red room. Music will be by Arnold Miller and his string ensemble.

Exhibits of packinghouse suppliers, in the Terrace Ballroom, Vanderbilt room and Corridor of the Fairmont hotel, will be open during hours when general sessions are not scheduled. Hospitality rooms will be located in the Fairmont and the Mark Hopkins hotels.

Hospitality Headquarters

RELAXATION and refreshment for western packers and processors in attendance at the convention will be provided in some 30 hospitality suites to be maintained during the convention by a number of industry supply firms. Hours during which the rooms will be open in both the Fairmont and Mark Hopkins hotels are: Thursday, Feb. 12, 5:00 p.m. to 8:00 p.m.; Friday and Saturday, Feb. 13 and 14, 12:00 noon to 2:00 p.m. and 4:30 to 8:00 p.m. A complete list of hospitality host firms appears below.

Allbright-Nell Co., Chicago
Cincinnati Cotton Products Co., Cincinnati

A. Dewied Casing Company, Los Angeles

The John J. Dupps Co., Cincinnati
Enterprise, Incorporated, Dallas, Tex.

The Globe Company, Chicago
Griffith Laboratories, Inc., Chicago
Hoy Equipment Company, Milwaukee

Le Fiell Co., San Francisco
Le Fiell Mfg. Co., Los Angeles

Levitani Hide Company, San Francisco

Martin H. Lipton Co., Inc., New York city

Marathon Corporation, Menasha, Wis.

H. J. Mayer & Sons, Chicago
Meat Industry Suppliers, Inc., Chicago

Meat Packers Equipment Co., Oakland, Cal.

Milprint, Inc., Milwaukee
Oppenheimer Casing Co., Chicago
Oversea Casing Company, Seattle
San Francisco Casing Co., San Francisco

H. Schlesinger, Los Angeles
Wm. J. Stange Co., Chicago
Townsend Engineering Co., Des Moines, Ia.

Visking Corporation, Chicago
Herman Waldman, Los Angeles
West Coast Spice Co., San Francisco

Cincinnati Butchers Supply Co., Cincinnati—Room 234.

Southern California Gland Co., Los Angeles—Room 334.

Bemiss-Jason Co., San Francisco—Room 434.

Barliant & Company, Chicago—Room 734.

Loss Prevention Board's Annual Meeting Scheduled

The annual meeting of the National Livestock Loss Prevention Board will be held February 12 and a joint conference of this group, the freight claim division of the Association of American Railroads and the American Railway Development Association will be held February 13 at the LaSalle hotel in Chicago.

Several topics of interest to packers will be discussed at the two-day session. On February 13 Harold Henneman of Wilson & Co., Inc., will discuss preventable bruises on livestock and A. Z. Baker, president of the American Stock Yards Association, will speak on the stockyards' interest in livestock loss prevention. Following his speech there will be a symposium on livestock loss prevention by representatives of stockyards, railroads, colleges of agriculture, truck drivers and meat packers. Dr. L. D. Frederick, Swift & Company, will represent packers.

The meetings are open to anyone interested and persons planning to attend should notify Dr. H. Preston Hoskins, secretary of the National Livestock Loss Prevention Board, 2766 Garrison ave., Evanston, Ill.

HALTS MEAT SHIPMENTS

Argentina last week halted meat shipments to Great Britain for the second time within the month of January. Packers in Argentina stated that officials had stopped issuing permits for shipments on the ground that Britain lacks foreign exchange in a form required by Argentine law; that is, in money backed by gold or convertible into other currencies. The decision of the French government to devalue the franc was believed to have influenced the action of the Argentine government.

FINANCIAL NOTES

Joseph O. Hanson, president, Swift International Co., Ltd., has announced that the company would not pay the regular quarterly dividend customarily due on March 1. He explained that "approval has not yet been granted by the Central Bank of Argentina.



E. F. FORBES



P. RICHARDS

the importance of by-products to the small packer. "The Necessity for a Uniform Method of Figuring Costs" will be discussed by Louis Hageman.

Dr. C. U. Duckworth, assistant director of agriculture for California, will speak on the subject, "For the People—Meat Inspection by the People," and Senator O'Mahoney on "The Menace of Monopoly to our Economy."

Henry L. Coffin, president of the Gibson Packing Co., Yakima, Wash., and vice president of the association, will preside at the general session Saturday afternoon. F. E. Mollin, executive secretary of the American National Livestock Association, Denver, will discuss the danger of the foot-and-mouth disease epidemic. Retailer-packer cooperation will be the subject of an address by George R. Dressler, secretary of the National Association of Retail Meat Dealers, Chicago. Preston Richards, assistant director, livestock branch, production and marketing administration,



J. M. DeVINE



DR. HART

USDA, will give "The Agricultural Outlook for 1948," and H. V. Kaltenborn's subject will be "We Look at the World."

The board of directors will meet Thursday at 10 a.m. in the Green room

Procedure for Handling Export Controls Revised by Commerce Department

Reorganization of the office of international trade under which the export supply branch has been disbanded and export controls will be administered by other OIT personnel, has been announced by the Department of Commerce. Provisions of the rearrangement which affect meat packers who are, or expect to become, exporters of meat and meat products, are outlined in a recent bulletin of the National Independent Meat Packers Association as follows:

1. In granting export licenses, there

will be no distinction between manufacturers, merchandisers and brokers specializing in the particular commodities involved.

2. Where the exporter maintains a bona fide branch in the country of import, OIT will endeavor to see that there is no discrimination, giving an advantage to such branch houses or exporter-employee representatives in the import country.

3. OIT will endeavor to work out a satisfactory method under which, for example, an import buyer might purchase a full year's supply of meat or lard and give shipping instructions calling for clearance of the total amount by dividing it into monthly export ship-

ments. This would be without regard to the subsequent rise or fall of the actual price paid.

4. Where licenses have been granted on a proper showing at the time the application was made and the licenses granted, it will not be the purpose of OIT to question the current price if it has declined before the shipment.

5. A large personnel for handling compliance or enforcement matters will be maintained.

6. Consolidated licenses are discontinued, but blanket licenses are continued.

7. Quotas will be announced as promptly as their personnel can compile them, and as often as necessary, the announcements to contain the total quota and the total allocated quota for each country.

8. A comprehensive appeals procedure will be set up.

9. All applications for licenses for use within the first quarter, must be filed not later than January 23, 1948, if applicant expects them to be processed in time for use.

10. The historical quota basis has been discontinued.

11. OIT hopes to avoid an interpretation in which it may undertake to announce a permissible "mark up." This applies with equal force to those handling exports as brokers or agents.

12. The use of prices as criteria are not to be considered wholly controlling, except when due allowance is made for price variations under comparable conditions of supply.

13. OIT expects to establish an industry advisory committee to help set up the machinery for each group.

14. F.A.S. prices should be shown in all cases.

15. The Custom House representatives will be expected to examine and compare the prices shown on the license applications with those actually disclosed by the papers.

By the beginning of the second quarter, OIT expects to have its machinery in efficient operation.



Meet the **BEST** Sausage Maker in Town

He is the best sausage maker in town.

How does he get that way?

—He uses

- the best meats,
- the best seasoning,
- nonfat dry milk solids.

He uses nonfat dry milk solids as an *improver*, not a filler—to make his sausage and meat loaves more appealing and more nourishing.

Do you qualify on this score? Our Meat Products Service will be glad to help you.

AMERICAN DRY MILK INSTITUTE, INC.
221 N. LA SALLE STREET, CHICAGO

PACKER PERFECTING OWN GRADING-BRANDING PLAN

Gus Juengling & Son, Inc., beef packing firm of Cincinnati, O., is currently working on a new grading-branding system and will eventually merchandise all of its products under company grade names, it was revealed recently by Gus Juengling, jr., president, who feels that some type of private grading and identification is necessary for those processors whose products ordinarily lose all identity by the time they reach the consumer.

After perfecting the grading-branding program, the company will launch a merchandising and advertising program to build up demand for its products at the retail level and to strengthen dealer associations.



Visit
Booth
T-42

See the EBSCO Stainless
Steel Kettle at the
Western States
Meat Packers Convention
in Booth T42,
and many other items of
interest to Meat Packers.

Visit us in our hospitality suite in the Fairmont.

**Immediately Available
IN THREE STANDARD SIZES!**

*ALL PRICES SUBJECT TO CHANGE

GAL. CAP.	DIA.	DEPTH	OVERALL HGT.	WT.	KETTLE PRICE	COVER PRICE
100	36"	30"	50½"	330	\$372.00	\$56.00
150	42"	34"	55½"	545	517.00	84.00
200	48"	36"	57½"	560	660.00	108.00

A real **INDUSTRIAL** model backed by EBSCO'S fifty-years' experience. Built for 100-lb. working pressure. Equipped with pressure relief valve. Available with or without full hinged cover.

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612-614 ELM STREET

DALLAS 2, TEXAS

Manufacturers and Distributors of

MEAT PACKERS' and SAUSAGE FACTORY EQUIPMENT and SUPPLIES

EBSCO

Steam Jacketed Kettle

HERE'S A REAL

*Stainless
Steel*

JACKETED KETTLE

for

***\$372⁰⁰**
(100 GAL. CAPACITY)

PROMPT DELIVERY!

Proved-in-use by meat packers from coast to coast! Stainless Steel guards against contamination... can never rust or corrode because there is nothing to wear off. Special construction methods provide complete uniformity of shell thickness... no thick areas to retard cooling and no thin "hot spots." Take advantage of this opportunity now! Immediate shipment, F. O. B. Chicago.



"EBSCO"

PRODUCTS
SINCE 1905



PAINT RIGHT THROUGH WET FILM WITH DAMP-TEX LIQUID PORCELAIN-LIKE ENAMEL

CHECK the following performance facts about this amazing enamel... then write us for complete details of our no-risk trial offer. (1) One coat of Damp-Tex covers. (2) Forces out moisture and dries overnight into porcelain-like waterproof film despite presence of moisture. (3) Sticks to wet or dry wood, metal, concrete, plaster and masonry. (4) Kills Rust, Rot, Dingle, Bacteria and Fungus*. (5) One gallon covers approximately 350 sq. ft. of porous surface, 450 sq. ft. of non-porous surface. (6) Will not check, peel, sag, soften or fade. No flavor-tainting odor. (7) Dries free of brush marks, may also be sprayed. Comes in colors and white.

FREE!

On the recommendation of the 4000 plants that use Damp-Tex, send for free descriptive folder K, also details of our offer to ship you a trial order of Damp-Tex absolutely at our risk.

* With Pre-Treatment.



DAMP-TEX THE WET SURFACE ENAMEL

ACID TEST

Damp-Tex is unaffected by lactic and other common food acids.



STEAM TEST

Damp-Tex is unaffected by live steam common to many plants.



WASHING TEST

Constant moisture and repeated washings will not soften or in any way harm Damp-Tex.



FUNGUS TEST

Pre-Treated Damp-Tex will resist fungus, mold or mildew on the surface to be painted.



MOISTURE TEST

Water soaked bricks painted with Damp-Tex and dried in the sun prove the film will not blister or break



CAUSTIC SOLUTION TEST

Two to three percent caustic washing solutions are not injurious to Damp-Tex Enamel.

STEELCOTE MFG. CO. GRATIOT at THERESA ST. LOUIS, MO.

9c Pay Boost Granted

(Continued from page 15.)

workers receive pay of \$1.10 hourly and the Bureau of Labor Statistics has set a minimum budget for a family of three persons which calls for at least \$1.39 an hour. The ultimate goal of \$3,425 yearly is also based on a BLS minimum budget figure for a city worker with a family of four. Present minimum hourly rate in the industry for male labor is \$1.02.

The CIO organization is scheduled to begin negotiations with The Cudahy Packing Co. in meetings on February 3 and 4 and with Wilson & Co., Inc. on February 5 and 6. Contracts with John Morrell & Co. and Hygrade Food Products Corp. also have been opened for wage negotiation but no meeting dates have been set. Bargaining with the independent companies not covered in master contracts will be conducted by the union's district offices.

During the past year the union has been granted pay raises averaging 13½¢ an hour over the amount set in the two-year master contract signed in 1946. The raises were granted under reopening clauses providing for resumption of negotiations over wages once in each contract year. This agreement expires August 11 this year.

STARK, WETZEL PACKAGING PROGRAM NEARS COMPLETION

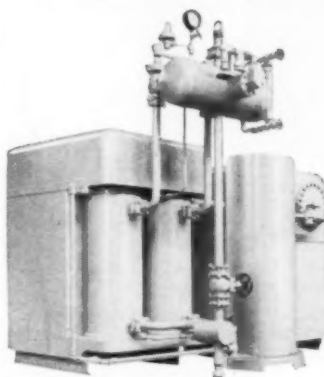
The new packaging, advertising and merchandising program of Stark, Wetzel & Co., Indianapolis, Ind., under preparation for nearly two years, is nearing completion and will probably be inaugurated in March or April this year, it was revealed recently by company officials. The comprehensive program was delayed considerably when fire almost destroyed the company's sausage kitchen and processing facilities last year.

The company will introduce a complete family package line for its products which will be designed for self-service merchandising and will feature consumer-size units for many products. The package line will be supported by an intensive advertising and promotion campaign embracing most major media and point-of-sale display materials. Jim Baker & Associates, Milwaukee, Wis., handles the Stark, Wetzel account.

START RESEARCH ON MEAT IN DIET OF EXPECTANT MOTHERS

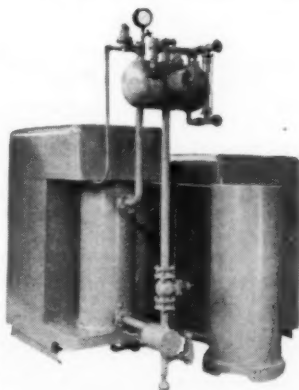
The National Livestock and Meat Board, Chicago, has launched a research project to determine the value of meat in the diets of expectant mothers. Tests are being conducted at the University of Chicago under the direction of Dr. W. J. Dieckmann. The women, under supervision, will be provided with definite amounts of meat daily. A number of factors will be intensively studied in this project, all of which are definitely related to child-bearing problems and the health of mothers and children.

Hot fat is pumped in at one end—flows out the other, finished **LARD** of proper temperature, texture & consistency...



10,000 POUNDS PER HOUR

That's the rated capacity for this fully developed, tried and proved Votator lard processing unit only 8'10" wide and 9'5½" long.



5000 POUNDS PER HOUR

That's the rated capacity for this fully developed, tried and proved Votator lard processing unit only 7'4" wide and 8'10" long.

3000 POUNDS PER HOUR

And that's the rated capacity of still another Votator lard processing unit, only 5'2" wide and 6'2" long.

VOTATOR is a trade mark (Reg. U. S. Pat. Off.) applying only to products of The Girdler Corporation.

... that, in a nutshell, is why leading packers have converted to VOTATOR lard processing apparatus.

It saves time and floor space (money!) because chilling and plasticizing are accomplished as a continuous flow of material. Huge volume is achieved in relation to size of the VOTATOR units.

It is completely closed, under complete mechanical control. Time and temperature cycles, aeration, and other factors are precisely regulated. "Weather" problems, waste and spoilage are eliminated.

At reduced cost, it assures the white, smooth, creamy uniform lard people ask for by brand name.

THE GIRDLER CORPORATION
VOTATOR DIVISION
Louisville 1, Kentucky

150 Broadway, New York 7, N. Y.
2612 Russ Bldg., San Francisco 4, Cal.
505 Forsyth Bldg., Atlanta 3, Ga.

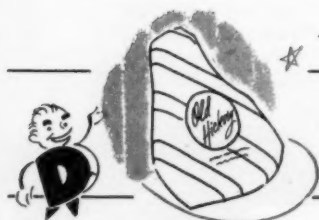


LARD PROCESSING APPARATUS

*a
star
is born*



and overnight becomes a "big name." **DANIELS'** business is making a "big name" of your product by putting it in just the right wrapper, with a design that is both sales provoking and appealing to the eye.



There is a **DANIELS** product to fit your needs in . . . Transparent glassine • snowdrift glassine • Superkleer transparent glassine • lard pak • bacon pak • genuine grease-proof • sylvania cellophane • special papers, printed in sheets and rolls

Daniels **MANUFACTURING COMPANY**
RHINELANDER, WISCONSIN
preferred packaging service

MULTICOLOR PRINTERS • CREATORS • DESIGNERS

Up and down the MEAT TRAIL

Supplier Hosts at Western States Meeting Announced

The exhibit of Marathon Corp., Menasha, Wis., at the Western States Meat Packers Association meeting will feature the firm's Kartridg-Pak banding machine and a new linerless sausage carton and other packaging materials for the meat industry. The booth will be staffed by E. V. Krueger, sales promotion manager; H. W. Hicks, western regional sales manager, Kenneth G. Houts, Roy Gute and Tony Kuehn, sales representatives, and P. R. Rundquist, advertising department.

Jack Manion, Jack Woods, Al Morris, Frank Kimball, Stan Coumbe, Bill Ockenden and Buzz Barbur will man the exhibit booth and act as hosts in the hospitality room of Milprint, Inc., Milwaukee, Wis.

Linker Machines, Inc., Newark, N. J., will exhibit automatic sausage linkers and other equipment under direction of R. M. Perkins, W. Karius and J. Murray, company representatives, who will be on hand to distribute literature and answer questions of meat packers and sausage manufacturers regarding the equipment.

John A. Dupps, president, and Paul F. Ziegelmaier, sales representative, will act as hosts at the display exhibit and hospitality headquarters of the John J. Dupps Co., Cincinnati, O. during the convention.

Hospitality rooms and exhibit booths of the Griffith Laboratories, Chicago, will be staffed by M. C. Phillips, J. C. Hickey and J. C. Weinrich.

New Hilberg Plant at Cincinnati to Be Ready This Spring

Construction of the modern packing plant of John Hilberg & Sons, Cincinnati, O., originally scheduled for completion early this year, has been delayed because of difficulties in securing delivery of necessary materials and equipment and the plant will not be ready for operation until spring, it was announced recently by Henry S. Hilberg, secretary. The one-story and basement unit incorporates the latest features in packinghouse design and will house complete beef, veal and lamb processing operations.

Plans have been drawn to provide room for later expansion and footings for the building are so based and constructed as to facilitate addition of a second and possibly third floor level. The office wing of the structure, for example, has been built with a 4½ ft. false ceiling and will be roofed with concrete slabs. In this way the area can be converted to a cooler of proper height and with room for insulation and the roof will support new construction

Lloyd G. Corkran to Retire as Head of Baltimore Firm

Lloyd G. Corkran will retire on February 1 as president and general manager of Corkran, Hill & Co., Baltimore, Md., after 44 years in the meat packing industry. The son of Benjamin W. Corkran, one of the early associates in the company, he has spent his entire business career with the firm. His retirement comes at a time when the company's latest expansion program, which he planned, is just getting under way. Ground already has been broken for an office building and other new units.

Mr. Corkran started in the shipping department of the company, then known as Street and Corkran, in 1904 after graduation from Princeton university. The company had been founded in 1875, under the name of C. W. Street. Benjamin W. Corkran had become associated with C. W. Street in 1898 and in 1900 the name was changed to Street and Corkran. Mr. Street died in 1904 at which time T. Davis Hill, as well as Lloyd Corkran, joined the company. In 1910 the business was incorporated as Corkran Hill & Co., with B. W. Corkran, president; T. D. Hill, vice president, and L. G. Corkran, secretary and treasurer.

The present plant was erected in 1917. In that year Benjamin W. Corkran became chairman; Mr. Hill, president, and Lloyd Corkran, vice president. When Swift & Company acquired the plant in 1924 B. W. Corkran and Mr. Hill retired, and Lloyd Corkran became president and general manager, the position he has held since.

in which the office will be located.

Five large coolers, comprising about 10,000 sq. ft. of space and equipped with 29 Gebhardt ceiling refrigeration units, have been provided for. These will be lined with glazed tile and insulated throughout with cork. The entire unit will utilize both glass block and standard ventilating window construction and the kill floor and all processing rooms will be walled in easily cleaned speckled tile. Floors will be of specially prepared concrete and brick.

The rendering department, said by Hilberg to be one of the most novel and efficient in the country, will be housed in the basement as will the hide curing department. Rendering equipment consists of two 8,000-lb. Boss dry cookers, a large press and an Anderson expeller, in addition to a hasher, washer and grinder. Product will be gravity chuted down from the first floor kill floor, which will be of two-bed design with provisions for adding an extra bed.

Dr. Fred Koch of Armour Research Staff, Passes

Dr. Fred Conrad Koch, who was director of biochemical research for Armour and Company and an internationally famous scientist in the biochemical and endocrinological fields, died in Chicago this week.

Dr. Koch was born in Chicago in 1876. After receiving his Ph. B. from the University of Illinois in 1899 he served as instructor of chemistry there for two years and then joined the Armour research laboratories. He spent seven years doing research in the endocrinological field and then began work at the University of Chicago on his Ph. D., which he received in 1912. From then until 1941 he served on the faculty of the University of Chicago in charge of the department of chemistry. At that time he rejoined the Armour organization and was placed in charge of biochemical research. He held this position until his death.

Dr. Koch made many outstanding contributions to the field of chemical research and received many distinguished awards, including the Squibb award and the Chicago chapter award of the American Institute of Chemistry.

Marquette Sausage Factory Is Bought by New Company

The new Merchants Wholesale Meat Products Co., Marquette, Mich., has purchased the ground, buildings and equipment of the Marquette Sausage Factory, formerly owned and operated by George Calhoun and Jacob B. Coppins. The board of directors of the new company are: George L. Malvasio, president; A. E. Fleury and Rudy Heikkala, secretaries; William Lupton, treasurer, and Ray Flink, George Calhoun and Fritz Wilson.

The company is capitalized at \$60,000. Stock is non-assessable with a par value of \$100. Sale of stock is limited to merchants and dealers using or handling the company's products for resale. Voting privileges are limited to one vote for each member and no person may own more than five shares of stock. The plan is to diversify stock membership and give the merchant member an equal voice in ownership and management of the company. George Calhoun is plant superintendent.

Vissman Enlarging Plant

C. F. Vissman & Co., Louisville, Ky., is modernizing and expanding its beef killing facilities, according to a recent announcement by George Vissman, treasurer. All new Boss hoists and kill room equipment will be installed.

Personalities and Events of the Week

● **Floyd M. Sherwood**, retired head of the hog buying department of Armour and Company, Chicago, passed away Thursday of this week at his home in Santa Monica, Calif., where he had lived since his retirement from active duty in February 1947. Mr. Sherwood was a veteran of the Armour organization, having joined the company at Omaha, Nebr., in 1906. For the past 20 years he had been head of the hog buying division with headquarters at Chicago. Survivors include his widow and three daughters.

● The J. & F. Schroth Packing Co., Cincinnati, is going ahead with plans for expansion and modernization of killing and processing facilities under consideration since the end of the war. The firm launched a vigorous advertising campaign recently and will soon market a complete new product package line and facilities will be expanded to meet contemplated increases in volume. The old Schroth family home, located across the street from the plant, is scheduled to be remodeled for use as executive office space and the building housing present offices will be converted to a processing area.

● **Abraham Siegel**, vice president of the Siegel-Weller Packing Co., Chicago, died suddenly on January 30 while vacationing in Miami Beach, Fla.

● Officials of the P. Brennan Co., Chicago, announced this week the appointment of **Joseph Schmidt** as plant superintendent. Schmidt started working for

Cudahy Packing Co. Issues Annual Report to Employees

A complete issue of the employee magazine of the Cudahy Packing Co. which has just been published is devoted to a review of the company's 1947 year. It is mainly a condensation of the company's regular annual report, written in terms which can be easily understood, with material of special interest to employees included.

A letter by **E. A. Cudahy**, chairman of the board of the Cudahy Packing Co., and **F. W. Hoffman**, president, explains that "just as the management has reported to the stockholders (the owners of the company), so it wishes to give the employees, who individually and collectively are equally responsible for the success of the company, a report on matters of vital, personal concern to them."

In addition to a simplified profit and loss statement and balance sheet and a

graphic portrayal of the division of the sales dollar, the booklet contains a map of the United States showing where Cudahy plants, branch houses, dairy and poultry products houses and distribution centers are located; a report on retirement pension and insurance payments; a Cudahy Service Honor Roll of workers who were awarded the distinguished service award emblems by the American Meat Institute; a report of the plants added and expanded during the year, and a two-page spread listing and illustrating Cudahy products in the new package design.

A return post card for employees to fill in and mail if they desire, asks whether they found the report interesting, informative and easy to understand, and whether or not they would like to receive similar ones in the future.

the company five years ago as time-keeper. He was later made assistant superintendent and held this position until his present advancement. **John C. Allen**, former superintendent, has been named fresh pork sales manager.

● **Harold H. Ferguson**, editor of *Kingan Folks*, employee publication of Kingan & Co., Indianapolis, died recently. He had been in poor health for some time and confined to his home for several weeks. Mr. Ferguson started in 1907 as a messenger boy for Kingan and served the firm in different capacities. He at one time was manager of branch house operations and later assumed responsibility for sales and merchandising.

● The \$250,000 modernization and ex-

pansion program of the Henry Fischer Packing Co., Louisville, Ky., which includes construction of a new product loading dock, large cooler and corridor rail system and new smokehouse facilities, will be completed in March, **John Humphrey**, secretary, announced last week. The program is designed to increase processing facilities in line with current kill capacity.

● **Max Guggenheim, jr.**, secretary of the Guggenheim Packing Co., Chicago, announced this week the appointment of **George E. Belloc** to the sales staff of the company. Belloc will handle sales and merchandising of carcass beef from Guggenheim's Wichita and Cherryvale, Kans. plants and also sales of boneless beef from Chicago. He was formerly connected with Wilson & Co., Chicago, and the Elburn Packing Co., Elburn, Ill.

● **Ralph J. Blake**, vice president of the Tovrea Land and Cattle Co. and for 17 years an executive in the Tovrea Packing Co., died recently in California Hospital, Los Angeles, where he had been a patient for several weeks. He was 59 years old. He became associated with the Tovrea organization in 1920 when he began work as a shipping clerk with the old Arizona Packing Co. He was later sales manager and vice president in charge of sales of the Tovrea Packing Co., Phoenix, and when Phil Tovrea disposed of the packing plant last year Blake remained with him in the development of the land and cattle company.

● **Mrs. Mabel C. Pinkney**, president of the Pinkney Packing Co., Amarillo, Tex., died this week of a heart attack at her home in that city. Mrs. Pinkney had succeeded her husband, the late **Ray R. Pinkney**, who passed away in June 1942, as president of the firm. Survivors include a daughter, sister and brother. Mr. & Mrs. Pinkney came to Amarillo in 1930 from Pueblo, Colo., where he had been general manager of the Nuckolls Packing Co.

● Representatives of Swift & Company, Armour and Company, Wilson & Co. and the Krey Packing Co., St. Louis,



P. BRENNAN CO. BOWLING LEAGUE

The bowling league of the P. Brennan Co., Chicago is an important activity of the company. It is open to all employees and meets once a week in intra-plant competition. Captains of the six teams are: "Headers," **Joseph Schmidt**, plant superintendent; "trimmers," **John Bugner**, pork cutting foreman; "ribbers," **Frank W. Miller**, canning department; "splitters," **James Leggett**, office manager; "shavers," **Robert C. Munnecke**, president and treasurer, and "droppers," **Fred Giltmeyer**, plant maintenance department. The officers of the league are: **R. C. Munnecke**, honorary president; **John Bugner**, vice president; **James Leggett**, treasurer, and **Fred A. Miller**, secretary. In the above picture **R. C. Munnecke** is shown in the front row, second from left, holding a bowling ball bag.

Familiar Industry Figure in New Role of Cowboy

Although he has been associated with the meat industry all his life, as were his father and grandfather before him,



W. GEBHARDT

W. A. Gebhardt did not until recently realize his first ambition in the livestock field—to be a cowboy. That was when he acquired the Marbill Cattle Co., located on Range Line road near Thiensville, Wis. His operations there consist of feeding more than 500 head of Wyoming and Montana white-faced Herefords, and he has,

in addition, several hundred head running back on the grass in Wyoming.

"Cowboy" Gebhardt is perhaps better known to the meat packing industry because of his connection with Advanced Engineering Corp., manufacturer of air conditioning equipment. He is president of this Milwaukee firm.

He is the grandson of "Milwaukee Bill" Dorfner, who was a cattle buyer in the Milwaukee yards for 54 years, and the son of A. J. Gebhardt, who was with Swift & Company and the old S & S Packing Co. At the early age of six he spent his time playing in the stockyards of Cudahy Brothers and later worked in several departments of the plant. By the time he was 16 years old he was killing calves in the rear room of a Milwaukee meat market.

and of the American Meat Institute will participate in a series of meetings in Missouri, scheduled for Maryville, Clinton, Cameron, Lexington, Moberly, Hannibal, Fulton, Farmington and Sikeston during the last week in January and the first week in February.

• Walter Best of Best & Donovan, Chicago, motored to Florida last week for a vacation. He was accompanied by his wife.

• A loss of \$10,000 was estimated by G. F. Stover, following a recent fire at his meat packing plant in Prosperity, W. Va. It was believed the blaze started from defective wiring.

• Fred J. Haberle, meat buyer for H. C. Bohack Co., Inc., New York city, died on January 12 at his home in Richmond Hill. He had been associated with H. C. Bohack for 35 years.

• Continuing a company precedent established 16 years ago, Eddie Williams, president of the Williams Meat Co., Kansas City, Mo., was host recently at a buffet dinner at the Hotel Continental for all men employed by the company. Civic and business leaders were among the 300 persons who attended.

• John Schelberg, 44, a director of the United Rendering Co., Jersey City, N. J., died recently.

"The Man Who Knows"



"The Man You Know"

H. J. MAYER & SONS CO., INC.

6815 SOUTH ASHLAND AVE., CHICAGO 36, ILL.

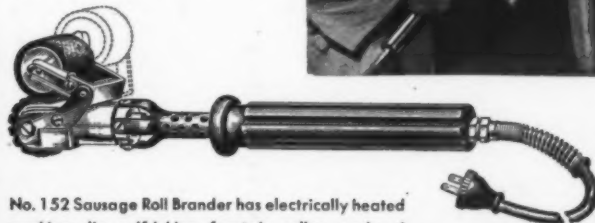
Plant: 6819-27 S. Ashland Ave.

IN CANADA: H. J. MAYER & SONS CO. (Canada) Limited, WINDSOR, ONTARIO

Roll Branders for Perfect Identification of Sausage

Handsome, perfect identification of sausage is easy with Great Lakes equipment! One sweep of the roller does the job—gives identification from end to end,

adds extra sales appeal to natural casing sausage, protects against substitution.



No. 152 Sausage Roll Brander has electrically heated marking die, self-inking fountain roller, enclosed heating element, hardwood handle. Hand engraved straight dies or concave dies (any design or wording) for large or small sausage. Costs only \$50 complete with one die; extra roller dies \$30 each. Order now!

BRANDING INKS

Made in our own plant for this and other branding equipment. Stronger, better, lower cost!

GREAT LAKES STAMP & MFG. CO.

2500 IRVING PARK ROAD

CHICAGO 18, ILLINOIS

We want to see you

**at our booth at the
WSMPA convention**

LE FIELL CO.

THE JOHN J.
DUPPS
COMPANY

Our combined exhibit at the
Vanderbilt Room in the Fairmont
Hotel, San Francisco, is, we think,
well worth seeing. Won't you stop in
and get acquainted?

THE JOHN J.

DUPPS

COMPANY

AMERICAN BUILDING

CINCINNATI 2, OHIO

MERCHANDISING *Ideas and Trends*

Ohio Packer Continues Institutional Ad Plan; Steps Up Dealer Helps

The new advertising and promotion program of the J. & F. Schroth Packing Co., Cincinnati, O., entered its second 13-week cycle recently with a continuation of the company's institutional type newspaper and radio campaign and with increased emphasis on direct promotion and point-of-sale display materials. The effort is designed to put the firm's brand name before consumers in the principal marketing area.

Primary objectives of the campaign, according to Howard S. Rogers, Schroth sales and advertising manager, are to promote widespread recognition of the Fountain Brand name and to focus consumer acceptance on the brand rather than on the company. Later, after the brand name has been thoroughly publicized and proper quality association established, the company will switch to direct product advertising for hams, bacon and other processed meats.

Current newspaper advertisements, which appear weekly in one of two Cincinnati papers on an alternating basis, feature a drawing of a well known city fountain which has become the Schroth trademark (see cut). Prominently displayed over this in large, bold face letters is the "Fountain Brand" name. The company name is displayed also, but is given far less prominence. Simple copy stresses the local aspect of the firm and its products and lists briefly some of its important meat items, but contains no direct selling message. A small insert urges readers to tune in on the firm's weekly radio show.

Newspaper campaigns under the new plan are conducted on a continuous basis and scheduled for 13-week cycles. The good size (average 100 agate lines) two-column ads appear on Thursdays to take advantage of heavy weekend shopping. At present, Cincinnati is the only city in the distribution area in which newspapers are being used, but coverage may be extended later to other major marketing centers.

The Sunday evening radio program is broadcast over WCKY, a local station covering Cincinnati and the nearby area and employs a novel entertainment idea which ties in perfectly with the purpose of the campaign. Called "The Fountain Speaks," the show presents dramatized stories that the fountain could tell if the statue of a water goddess surmounting it were able to speak. This entertainment is augmented by musical selections of the Fountain Brand orchestra.

In addition to its use of broad cover-

Nothing is so important to America as its health. Nothing is so important to health as good food. For more than three-quarters of a century, Cincinnatians have delighted in the taste, as well as the nutrition, of Cincinnati's own

FOUNTAIN BRAND

meat products

by Schroth

All Products are U. S. Government Inspected

All can be obtained from dealers in fine quality meat and most products.

FOUNTAIN BRAND

Breakfast Sausage

Bacon . . . Cold Cuts

Smoked Hams . . . Picnic Hams

Beef . . . Lard

ENJOY the most unusual and entertaining program of its kind on the air.

Tune in WCKY (1550 on your dial) Sundays—5:30 to 6:00 P. M. and hear

THE FOUNTAIN SPEAKS

with musical selections by the Fountain Brand Orchestra and the King's Men. Stories of Cincinnati that the Fountain could tell if in providing figure—the Goddess of Water—could speak.

THE J. & F. SCHROTH PACKING CO.
CINCINNATI, OHIO

age media, the company provides dealers with a full line of four-color wall and counter posters featuring its products, plus window and wall streamers and other dealer display materials. These are set up and placed for local

retailers by a full time employee of the company who roams the firm's sales routes in a panel truck completely equipped for the job. One of the most effective of these dealer aids is a new neon tube sign which is acceptable as a window display or may be placed over the meat counter.

In the field of direct promotional work, the firm has had success with a cooperative program of luncheon parties for local women's clubs and church and civic organizations. Schroth participates as one of eight sponsors in providing a product for the luncheons which are held as often as five times a week. The company provides the meat and pays, in addition, a \$10 fee for each meeting. The other sponsors, all non-meat food producers, also provide an item for the menu.

In return, the director of the luncheon program, which is called "Luncheon Is Served," identifies the products to the women guests and gives a short talk on the nutritional value, cooking qualities, etc., of each item. She also supplies Rogers with a full report of the luncheon and the names and addresses of the women who attended. These lists often contain more than a hundred names, and with an average of several luncheons a week, build up an impressive mailing list.

A complete "family" package line is being designed for Schroth products. The new packages will feature the same three-color design as that used on the large outdoor display recently put up at the plant. Trucks and sales cars will be repainted in these same colors and feature the same general design.

Leland Davis, Inc., Cincinnati, is the agency handling the Schroth advertising account.

NEW POULTRY CARTONS

These new four-color poultry cartons, designed as retail selling aids, are now being used by Birds Eye division of General Foods Corporation for quick-frozen fryers and roasting chickens. The packages are of waxed paperboard with cellophane interliners. Giblets are wrapped in waxed paper packets. The cartons are said to provide dealers with a ready-made display piece. Directions for storing and cooking are printed on the cartons.



YOU CAN AVOID EXCESS GRINDER PLATE EXPENSE

By Using C.D. TRIUMPH PLATES

Guaranteed for FIVE FULL
YEARS against regrinding
and resurfacing expense!



C.D. TRIUMPH PLATES

give you advantages and cost-cutting features that no other plate can offer you. They can be used on both sides and can be reversed to give you the effect of two plates for the price of one. They wear longer. They cut more meat and cut it better. They eliminate unnecessary expenses of regrinding and replacement.

C.D. TRIUMPH PLATES

have proven their superiority in all the large meat packing and sausage plants, and in thousands of smaller plants all over the United States and foreign countries. Available in all sizes for all makes of grinders. They are known the world over for their superiority.

FREE! Write for your copy of "Sausage Grinding Pointers"—must reading for every sausage manufacturer!



TRADE-MARK

THE SPECIALTY MFRS. SALES CO.

Chas. W. Dieckmann
2021 Grace St., CHICAGO 18, ILL.

Beating Oil Shortage

(Continued from page 18.)

an excessive amount of oil is being fed back.

The plant is using bunker C fuel oil at the rate of about 1,100 gals. per day and from \$22 to \$44 is saved daily below the cost of the fuel if purchased on a "hand-to-mouth" basis. From this saving must be deducted the overhead, mechanical and labor expense connected with the use of the bulk storage setup.

The advantages gained by a packer having facilities capable of handling tank car lots of fuel cannot be overstressed. Reliable's system, having adequate storage capacity, requires refilling once in six weeks. This gives the refinery leeway in shipping fuel when there is a break in the demand for oil. Also, because of adequate storage capacity the packer can purchase two or three cars at a time when production is ahead of demand. The ability to sell in tank car lots permits the refiner to use his cars advantageously and relieves the burden on his storage facilities, making him more willing to sell to packers with an adequate fuel oil storage system. This gives the carlot buyer an advantage over the truck-lot buyer.

Obviously, when a packer has oil storage facilities which require filling weekly or twice weekly, he compels his supplier to maintain a storage reserve from which to supply him and to furnish adequate truck service from the oil dealer's depot to the packer's plant.

There are other advantages which accrue to the packer who has a fuel storage setup capable of storing and unloading in tank car lots. Recent work by combustion engineers has shown that oils of unlike characteristics should not be mixed. While the oils in themselves may be perfect fuels, when mixed they begin to form a sludge which impedes proper combustion. Because of a short supply situation a packer with limited storage capacity may be compelled to mix oils which are incompatible. Adequate storage, on the other hand, permits the use of a tank car lot of one batch of oil secured from one oil field and refined by one refiner.

CHECKING OIL COMBUSTION

Carl Erikson, chief engineer of the Reliable company, stooping alongside the Indiana burner as he checks the flame under the boiler. During the summer months when gas may be used economically at off-season rates the Chicago packing company employs this type of fuel. Before the winter comes, however, the oil depot and boiler supply storage tanks are filled with liquid fuel.



FLASH HEATING PROCESS FOR CANNING DESCRIBED

At the recent food processors conference at the University of California a new flash heating technique of canning was described by Dr. William Mack Martin of the Schwartz Engineering Co., San Francisco. The new method, by which food is processed in an independent operation and then filled into independently sterilized can containers, is said to present revolutionary possibilities in the canning of foods, especially those which are liquid or semi-liquid.

According to its developers the food to be processed is heated rapidly by passing it through tubes heated with live steam, held in another tube for the proper processing period and then quickly chilled to room temperature in a cooling tube. In the meantime, the cans have been washed, dried automatically, pre-heated, sterilized and brought to the cooled food. The food is filled into the cans under ordinary atmospheric pressure.

Advantages for the process, claimed by its developers, are simplicity and economy of operation and, even more important, processed foods which "look and taste like home-cooked foods."

Honor Sinclair "Fidelity" for Brand's Long Service

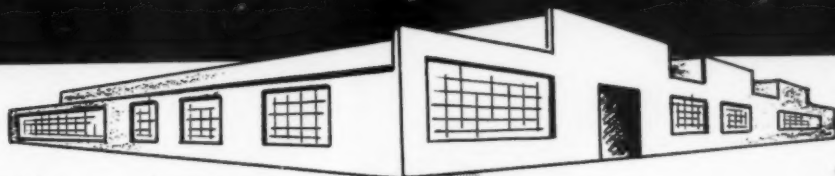
Sinclair "Fidelity," a brand of meat and meat food products, made since 1880 by T. M. Sinclair & Co. and now by Wilson & Co., Inc., Chicago, was among the 29 brand names which received the Brand Names Foundation's certificate of public service for 50 or more consecutive years of service to the American consumer, at a dinner held at the Chicago Club of Chicago on January 15.

The dinner, sponsored by the board of directors of the Brand Names Foundation, Inc., New York City, was held in conjunction with the Foundation's first meeting of the calendar year.

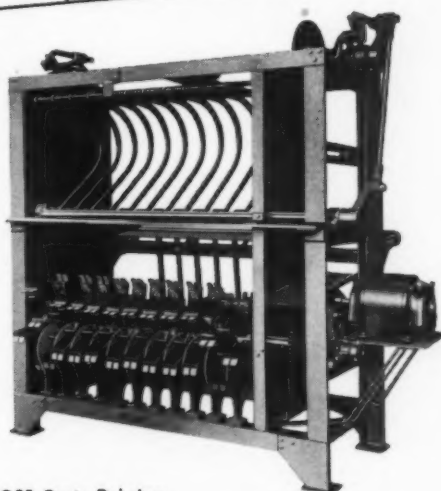
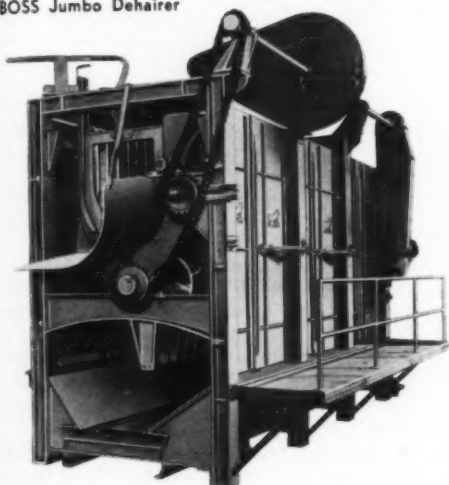
A certificate of public service was presented to James A. Hamilton, vice president of Wilson & Co.

HOG DEHAIRERS

FOR A PLANT THE SIZE OF YOURS



BOSS Jumbo Dehairer



BOSS Grate Dehairer

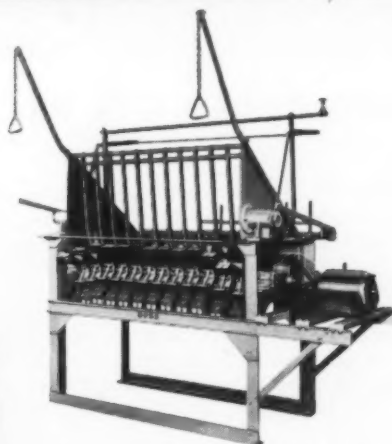
BOSS Hog Dehairers, the standard of the industry, are made in sizes to fit **your** plant layout and in capacities (70 to 1,000 hogs per hour) to meet **your** requirements. Perform dehairing operations efficiently and rapidly, and without injury to the carcass. Built for lifetime service.

In operation throughout the world! The plant nearest **you** probably uses BOSS. Ask your friends in the industry! And write for literature today.



BOSS

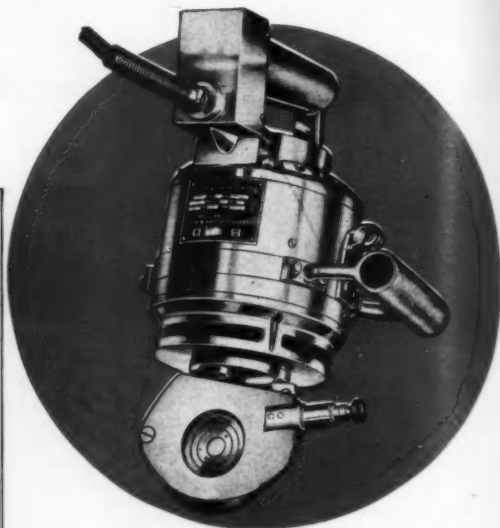
CHAS. G. SCHMIDT



"Baby Boss" Dehairer

THE *Cincinnati* BUTCHERS' SUPPLY COMPANY
CINCINNATI 16, OHIO

PORK SCRIBE SAW



MOTOR—Specially designed to develop ample power to withstand short overload without overheating. Fan cooled.

CONTROL—Operator has full control at all times. Releasing of grip on handle shuts off motor automatically.

BALANCE—Supporting and equalizing bracket provides for suspension to overhead counterpoise... hands thus freed to operate and guide with accuracy and speed.

GUARD—Adjustable guard determines depth of cut for large or small hogs.

DRIVE—Bevel gear drive with all gears chrome-nickel steel.

BEARINGS—Annual ball bearings on both ends of motor shaft... adjustable ball bearings in saw gear.

SPECIFICATIONS—Saw, 3 1/4" dia., No. 23 gauge with 11 teeth per inch. Motor Speed, 3,450 R.P.M. Saw Speed, 1,500 S.P.M. Total Length, 17". Weight (with alternation current motor) 28 lbs.

TODAY'S KEY TO PROFITABLE PORK CUTTING IS SPEED!

The B & D PORK SCRIBE SAW is designed and built for scribing both large and small animals at the profit-making speed of 500 sides an hour! The elimination of scribe marks on the bellies makes possible a full yield. Packers everywhere report improvement in the quality of their pork belly products, . . . belly yield is increased and the less valuable rib yield is thus lowered.

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REFRIGERATION *and Air Conditioning*

FREEZING IS FOUND TO DARKEN MEAT BONES

A detailed study on the effect of freezing on the color of bones in animals processed by the meat packing industry was conducted by C. H. Koonz and J. M. Ramsbottom, research chemists, Swift & Company, Chicago. The complete report of their findings, which also dealt at length on color changes undergone by poultry, appeared in *Food Research*.

Following are the parts of the report which dealt with beef, lamb and veal bones and some of the observations made during the experiments.

An experiment was made to determine whether beef bones which were not cut before freezing would turn as dark as those cut prior to freezing. The thirteenth rib was used for this purpose. Rib bones were obtained from carcasses of both young and mature cattle. Some of the bones were split on a band saw before freezing at -34.4 degs. C., others

were split after defrosting. Some bones were held at 2.2 degs. C. (36 degs. F.) as controls, others were frozen once, and still others were frozen twice. It was found that the cut surface of the twice frozen and defrosted bones was darker than the cut surface of the bones frozen and defrosted only once. Bones which were frozen while intact were not as dark as those which were split before freezing. The cut surfaces of defrosted bones from young animals were much darker than those from mature animals.

The effect of quick-freezing on the color of beef bone was investigated. Thin sections of bone, 1 to 5 millimeters in thickness, were frozen in direct contact with dry ice and also indirectly, using pliofilm as a wrapper. The bones were thawed and held at 2.2 degs. C. until inspected three days later. It was found that the frozen bones had dark-

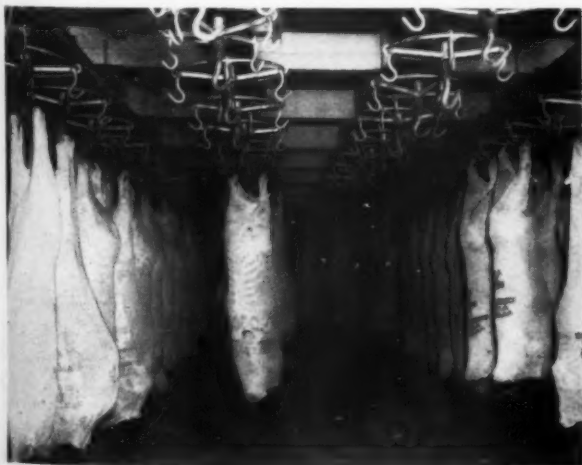
ened in color, whereas the unfrozen control samples remained a bright red.

In another experiment beef bones were frozen in an atmosphere relatively free of oxygen to determine if such a procedure would prevent darkening. This was done by replacing the air with nitrogen which had been passed over heated metallic copper to remove the small amount of oxygen normally present in commercial nitrogen. The results indicated that freezing and thawing in a nitrogen atmosphere did not prevent discoloration; apparently the small



CONTINUOUS FREEZING IN AUSTRALIAN MEAT PLANT

Continuous operation of freezer facilities without requiring variation in temperature during loading, freezing and unloading is possible with a new system developed by Norman Smorgon & Sons, Pty. Ltd., of Brooklyn, Victoria, Australia. The system was described in the *Provisioner* of October 4, 1947, page 18, but the first photos appear here. Use of a conveyor traveling through the freezing chambers (photographs at right and below, left) permits loading and unloading the chain at a central air lock held at a workable temperature while the freezers proper are maintained at sharp freeze levels. Photo at right shows the duct framing from which a high velocity air curtain is blown out to separate the air lock and freezer. Varying the speed of the conveyor and the rate of air circulation within the freezer gives the plant a freezing time range of from 24 to 6 hours. When the cycle is completed the frozen carcasses are removed from the conveyor and dropped through a hatch to the floor below (lower right) where they are held for shipment. The conveyor will handle lamb, hog or beef carcasses. Advantages of the system, in addition to increasing capacity in a given freezer space, are greatly reduced refrigeration and handling costs. Note the rack from which the carcasses are hung on the conveyor.



amount of oxygen present in the bone was sufficient to cause some oxidation. Similar results were obtained when sections of bone were sealed in "vacuumized" packages before freezing and thawing.

Veal and lamb carcasses were divided into right and left sides by splitting them down the vertebrae. Sections of the vertebrae were removed and frozen at -23.3 degs. C. (-10 degs. F.), and defrosted at 2.2 degs. C. Adjoining sections were held at a temperature of 2.2 degs. C. The unfrozen or control vertebrae remained bright red, whereas the defrosted bones turned almost black.

Other sections of unfrozen and defrosted veal vertebrae were crushed and water extracted in order to remove the pigment. The total hemoglobin pigment concentration was determined. Spectrophotometric analysis showed that 23 per cent of the hemoglobin present in the unfrozen veal bone was in the form of methemoglobin, whereas 62 per cent of the hemoglobin present in the defrosted bone was in the form of methemoglobin.

In unfrozen or frozen muscle metmyoglobin is formed very slowly. However when frozen bones containing hemoglobin are defrosted they become dark in color very rapidly because of the accelerated development of methemoglobin. Immediately on defrosting, the bones may or may not be darker than they were in the frozen state. However, darkening proceeds rapidly in a de-

frosted bone, with maximum darkness being obtained between zero and five days after defrosting. Methemoglobin is formed in bones containing red marrow since this is a hemopoietic tissue and contains hemoglobin. Red marrow is found extensively in bones of younger animals and consequently more darkening will occur in the immature bones. In mature animals much of the red marrow is replaced by yellow marrow, which is not concerned with hemopoiesis and does not contain hemoglobin.

BULKHEADS FOUND GOOD IN PEDDLER, OTHER RAIL CARS

Union Pacific railroad officials interested in freight loss and damage prevention work, have been studying the use of bulkheads as adjustable safety walls or dividers for partitioning and protecting package freight from shifting and damage when moving in rail cars.

As a result of this study, bulkheads were adopted as regular equipment at Union Pacific freight houses and transfer platforms and, since adoption, their value from a standpoint of loss and damage prevention has been amply demonstrated. Two standard car width bulkheads were designed, one 6 ft. and the other 8 ft. in height. They are constructed of 1 x 6 in. rough fir lumber securely fastened together with nails. These nails are carefully clinched to insure strength as well as a smooth

surface so as not to harm shipments.

Bulkheads are held in place by use of steel straps or bands, ends of which are securely anchored and held in place by metal plates attached to side walls; the other ends of the metal straps are passed around the bulkheads and clinched with a machine supplied for that purpose. This serves to keep bulkheads and freight firmly in place and prevents shifting or falling.

As an illustration, a sizeable portion of a carload of freight for one town may be compactly loaded, floor to roof, and occupy a small part, or half of the space in a car, and there braced and secured by a bulkhead for protection until such time as it arrives at the unloading point. The remainder of the space in the car may be similarly utilized, divided and braced by use of a bulkhead. This serves to prevent shifting, falling or mixing, which is more likely to occur in the absence of a bulkhead; hence it serves to minimize damage.

Should a substantial portion of the load be freight for one station, as often is the case, it can be unloaded upon arrival at its destination with much less difficulty and delay than if mixed with freight for other points, as frequently is the case in the absence of bulkheads. The remaining freight can then be rearranged in station order to facilitate prompt unloading; especially is this desirable in the event of a peddler car, from which freight normally is unloaded by the train crew.

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Price Control-Rationing

(Continued from page 16.)

year prior to 1946 and 1947 and will be less than half an ounce under last year's record. "Is there any excuse for going back to controls," he said, "which even those with the shortest memories know mean black markets, outrageous prices and empty meat counters."

Early this week representatives of the American Meat Institute, National Independent Meat Packers Association, Eastern Meat Packers Association, Western Meat Packers Association and the National Cooperative Council met at Washington with Harry E. Reed, chief of the livestock and meat section of the Production and Marketing Administration, in an attempt to work out a voluntary industry plan which would result in the conservation of grains.

The possibilities of developing voluntary agreements to be entered into by the Department and the industry were thoroughly discussed at the meeting, and it was generally agreed that the only subject which would provide a basis for such agreements would be price, which was barred from discussion. Representatives of the packers groups did not offer any basis for agreement and the department officials did not provide any subject upon which a voluntary agreement could be worked out.

In the course of discussion, it was pointed out that distribution would not be a basis for agreement because, under

free operation of supply and demand, a more satisfactory distribution of meat and live animals exists than it would be possible to obtain under a system of agreements. It was emphasized that activities in which the meat packing groups are engaged are not proper subjects for voluntary agreements.

Officials of all packing groups pointed out that they had endorsed, along with the major farm organizations, the efficient production and grain saving program proposed by the American Meat Institute last year and now being carried out by the USDA in cooperation with a 50-member industry committee. It was the general opinion at the meeting that continued efforts along the lines detailed in the AMI program would do the most good. Other fields in which grain savings could be accomplished, but which are not within the scope of the packing industry, were also discussed.

These include agreements with livestock producers and sellers limiting the excessive filling of livestock destined for immediate slaughter; resumption of the rapid prewar rail shipping service on livestock moving from midwestern points to eastern and western slaughtering centers; and investigation of the 28-hour law to reduce transit feeding.

Stabilization of general prices at a level considerably higher than during the prewar period was advocated this week by Allan W. Kline, president of the American Farm Bureau Federation.

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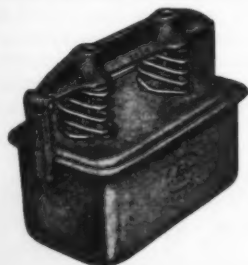
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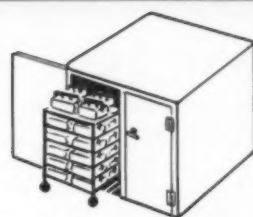
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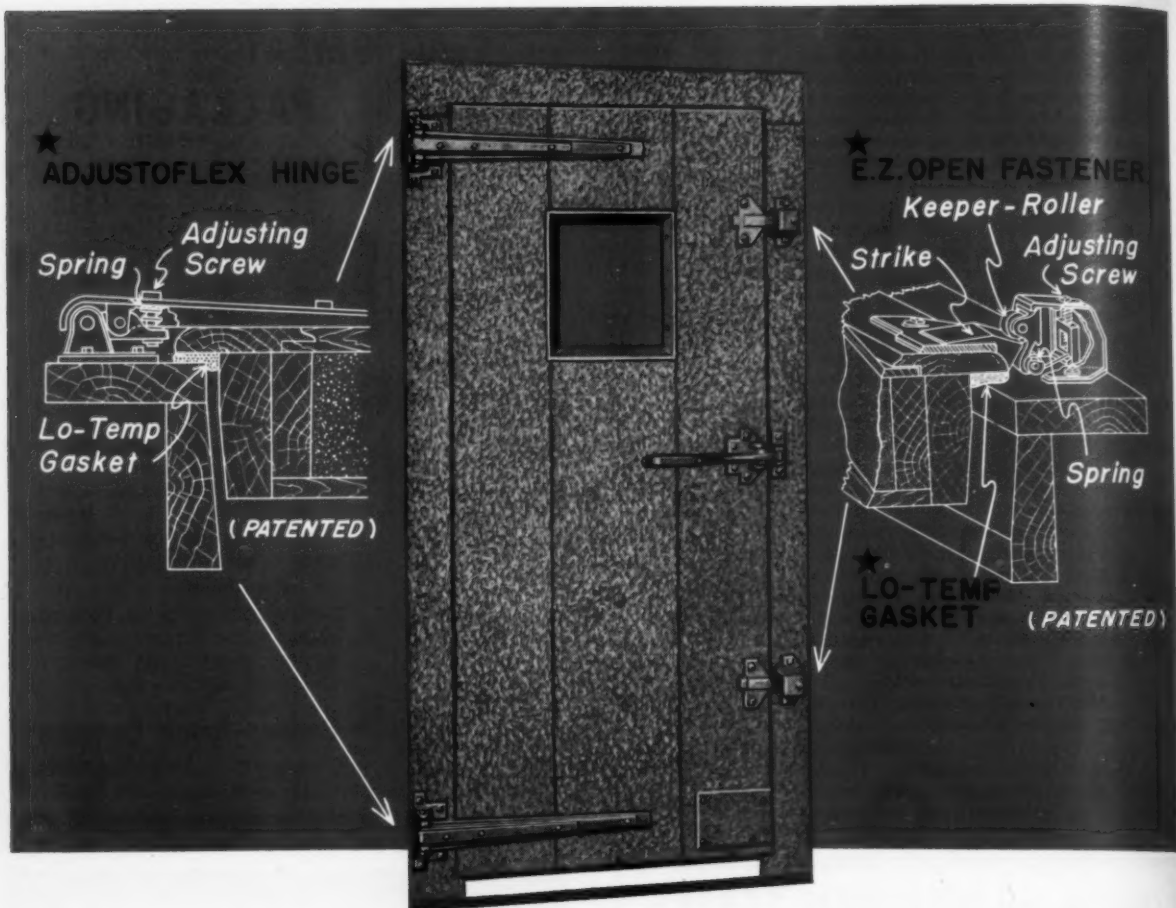
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ADJUSTOFLEX HINGE . . . (See Sketch) combines self-adjustment with spring tension regulation. Spring pressure automatically seals door gasket. A simple turn of adjusting screw alters spring pressure to compensate for gasket wear.

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An effortless push on either front or back handle opens door, another push closes it, made possible by Jamison's exclusive design of strike and keeper, and external, easily accessible spring adjustment.

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LO-TEMP GASKET . . . (See Sketch) consists of a sponge rubber core covered with moisture impervious rubber skin. Applied to full overlap of door, when door is closed gasket not only seals against door casing but *plug-seals* space between edges of door and casing. The "Lo-Temp" Gasket is manufactured exclusively for us to our specifications.

Write for catalog or get in touch with our nearest branch. You will be surprised how frequently Jamison standard products meet all your requirements. If our standard products do not satisfy your needs we are equipped to build doors, regardless of size, character or duty, to your specifications. Jamison Cold Storage Door Co., 104 Maple Avenue, Hagerstown, Maryland.



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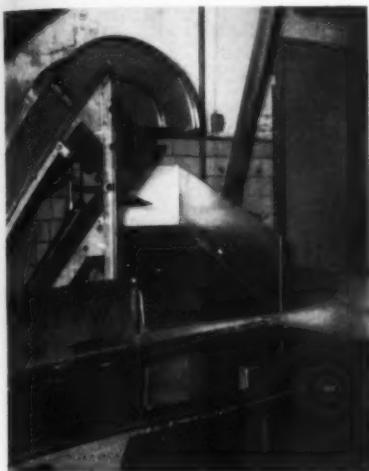
Millar Bros. Plant

(Continued from page 19.)

shanks are removed with a power saw, and the cuts are scrubbed and sent up via a stainless steel power conveyor to the first floor for stockinnetting and hanging on smokehouse trees. The table on which the cuts drop is of stainless steel, and this material is employed very extensively at other points in the Millar plant.

Not many months ago the firm started the manufacture of a unique product—canned creamed dried beef—and sales of this item have been so good that steps are already being taken to improve the manufacturing process and to expand production.

The creamed dried beef at present is made in large jacketed kettles, in much the same manner as it would be in a



BRINGS CUTS FROM CELLAR

Stainless steel conveyor brings cuts from curing cellar to first floor for stockinnetting and hanging on smokehouse trees.

home kitchen. After cooking, it is drawn off into stainless steel trucks and moved into the canning room and placed in position at the head of the line. A stainless steel suction pipe then is inserted in the fluid mixture and the canning machinery is started. The lithographed 1-lb. cans are carried by conveyor through a sterilizer and then go under the automatic filler which is fed with the creamed dried beef mixture by means of a stainless steel pump. The mixture is very hot (190 degs. F.) when it is filled in the cans, and minimum head space is left in the containers. The filled cans move down the conveyor line to the capper and then through a hot water bath onto an apron where they are picked up in a sling in batches of eight to ten or more by one workman and piled into a horizontal retort crate. Lithographed cans are employed with the eye-catching Embassy red design. This same canning line is also used for turning out canned scrapple.

In order to keep the creamed dried beef setup supplied, two large U. S.

retail automatic slicers are kept busy preparing dried beef and a larger slicer will soon be installed for this purpose. The company also plans to install more elaborate equipment for cooking the creamed dried beef and to minimize the labor required for the preparatory work.

AMI PORK TEACHING KIT

A kit on all the basic pork cuts and a 32-page booklet on pork which will be offered as companion pieces to the kit on basic cuts of beef for home economics teachers and the accompanying pocket-size booklet of the same material for housewives has been prepared by the American Meat Institute. The kit on beef cuts has been one of the most popular features of the Institute's meat educational program.

The pork kit reproduces 25 important cuts of pork, including sausage and canned meats, on eight separate panels and also contains a self-explanatory teacher's master sheet together with quiz sheets for student use. The small folder contains the same illustrations and materials as the kit with some additional information about pork cookery and carving. One kit has been made available to each home economics teacher free on request. Booklets are available for distribution to students at 10c each. Recently the Fred Waring show carried an announcement of the booklet advising housewives that it is available at 10c each on request to the American Meat Institute.

The pork kits and the basic pork cuts booklets are available to participants in the meat educational program.

CURRENT UNION ACTIVITY

● The fifth constitutional convention of the United Packinghouse Workers of America (CIO) will be held at the Bradford hotel in Boston, April 5 to April 8. On the agenda, in addition to changes in the basic constitution which may be deemed desirable, is development of a plan for the complete organization of the packing industry and its subsidiaries in the United States and Canada.

● Terms of the new agreement reached between a local of the CIO stockhandlers union and the Kansas City, Mo., Stock Yards Co., call for a flat 8c hourly pay increase, double time pay for holiday work, accumulated vacation rights for returned ex-servicemen and other benefits.

● A new contract signed recently between local 448 of the Amalgamated Meat Cutters (AFL) and five packing plants in the Phoenix, Ariz., area, calls for additional paid holidays, a 7c increase in hourly rates for night work and a 36-hour minimum work week. The agreement affects about 150 workers in plants of the Golden Packing Co., Maricopa Packing Co., Scottsdale Meat Packing Co., Temple Meat Packing Co., and the Western Packing Co.

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In constant use by many of the nation's leading meat packers and wholesalers. Approved by meat and health inspectors everywhere.

Now! The most revolutionary step ahead in meat handling history — a sensational new, sanitary and lightweight aluminum meat delivery and storage box — for easier, more efficient meat handling and storage. Saves truck and storage space, time, weight — slashes upkeep and replacement costs. ALUMI-LUG is a fully approved, non-corrosive, non-contaminating wet meat delivery and storage box with a smooth, easy-to-clean surface that completely eliminates bacteria traps and the need for paper lining.

SPECIFICATIONS: Inside dimensions, 32"x13½"x10" deep — yet weighs only 11¼ lbs., less than half the weight of ordinary container of same capacity. Special aluminum alloy and welded construction give ALUMI-LUG superior strength to withstand severe drop tests, road shocks. Can't chip — no plating to wear off. Minimum life expectancy, 10 years!

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SEE OUR WEEKLY COLUMN ON THE CLASSIFIED PAGE

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MARKET SUMMARY

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Hogs—Pork—Lamb

CATTLE

Chicago cattle market Thursday: Most grades and kinds quoted steady to higher. Steers, steady to 50c higher; heifers, steady to \$1.00 lower; cows, 50c to \$1.00 higher; cutters and canners, \$1.00 to \$1.50 higher; bulls, 50c to \$1.00 higher; calves, steady.

	Thurs.	Last wk.
Chicago steer top...	\$35.50	\$34.00
4 day cattle avg...	29.15	28.65
Chi. heifer top.....	32.50	28.25
Chi. bol. bull top....	23.00	22.50
Chi. cut. cow top....	18.00	16.50
Chi. can. cow top....	16.50	15.00
Kan. City, top.....	30.00	31.00
Omaha, top.....	30.50	36.00
St. Louis, top.....	29.50	26.00
St. Paul, top.....	35.00	30.00

Receipts 20 markets		
4 days	186,000	217,000
Slaughter—		
Fed. Insp.*	294,000	332,000

BEEF

Carcass, good, all wts.:		
Chicago	43 ¹ / ₂ @46	45 @47 ¹ / ₂
New York	45 @48	44 @48
Chi. cut., Nor..	32 ¹ / ₂	31
Chi. can., Nor.	32 ¹ / ₂	31
Chi. bol. bulls,		
dressed	34 ¹ / ₂ @35	35 ¹ / ₄ @35 ¹ / ₂

CALVES

Chicago, top	\$32.00	\$32.00
Kan. City, top.....	30.00	29.00
Omaha, top	26.00	25.00
St. Louis, top	34.00	35.00
St. Paul, top.....	35.00	36.00

Slaughter—		
Fed. Insp.*	128,000	144,000

Dressed veal:		
Good, Chicago	43@45	41@44
Good, New York....	42@48	38@44

*Week ended January 24, 1948.

Cattle—Beef—Veal

HOGS

Chicago hog market this week: Top down 25c but average off 15c; other markets mostly steady to 50c lower.

	Thurs.	Last wk.
Chicago, top	\$27.75	\$28.00
4 day avg.....	26.25	26.40
Kan. City, top.....	27.25	27.25
Omaha, top	27.00	27.00
St. Louis, top.....	27.25	27.50
St. Paul, top.....	26.75	26.75
Corn Belt, top.....	26.50	27.00
Indianapolis, top...	28.25	27.25
Cincinnati, top	27.75	27.50
Baltimore, top	28.25	28.25

Receipts 20 markets		
4 days	355,000	357,000
Slaughter—		
Fed. Insp.*	1,071,000	1,387,000
Cut-out	180- 220- 240-	
results	220 lb. 240 lb. 270 lb.	
This week....	\$.48 — .58 — \$1.31	
Last week....	.28 — .37 — .79	

PORK

Chicago:		
Reg. hams,		
all wts.....	47 ¹ / ₂ @48 ¹ / ₂ n	48 @49 ¹ / ₂ n
Loins, 12/16..	.42 @43	42 @43
Bellies, 8/12..	.49 @49 ¹ / ₂	@51
Picnics,		
all wts.....	.32 @34 ¹ / ₂	34 ¹ / ₂ @35 ¹ / ₂
Reg. trim-		
mings	29 ¹ / ₂ @30 ¹ / ₂	30 @31

New York:		
Loins, 8/12...46	@49	44 @46
Butts, all wts.45	@48	44 @46

LAMBS

Chicago, top	\$25.25	\$25.00
Kan. City, top.....	25.25	24.50
Omaha, top	25.00	24.75
St. Louis, top.....	25.75	26.00
St. Paul, top	25.25	25.00

Receipts 20 markets		
4 days	168,000	178,000

Hides—Fats—By-Products

HIDES

Chicago packer hides: Light hides wanted, and well sold up at steady to firm prices; steers inactive; calf fairly well sold up.

	Thurs.	Last wk.
Hvy. native cows...30 ¹ / ₂ @31	30 ¹ / ₂ @31	
Nor. calf (heavy)...	80	80
Nor. calf (light)...	1.05	1.05
Nor. native,		
kipskin	47 ¹ / ₂ @50	47 ¹ / ₂ @50
Outside small pkr.		
native, all weight,		
strs. & cows....	28 @31	29 @31

TALLOW, GREASES, ETC.

Chicago: Tallow offered at 25c in Chicago market with light buying interest at 24c, choice white grease sold at 24c, weakness in lard being a factor.

Fancy tallow	25ax	25
Choice white grease	24	25

Chicago By-Products: Unchanged.

Dry, rend.		
tankage.* 2.35@ 2.40	* 2.35@ 2.40	
10-110%		
tank. ..	*11.50@11.75	*11.50@11.75
Blood	*11.00@11.50	*11.00@11.50
Digester tankage		
60%	150.00	150.00
Cottonseed oil,		
Val. & S.E..	26 ¹ / ₂ pd	27 ¹ / ₂ b

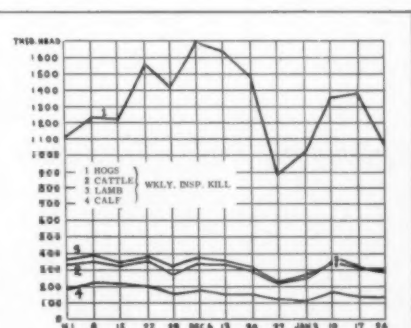
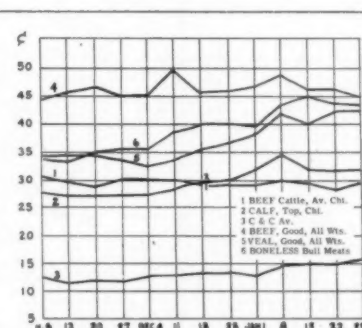
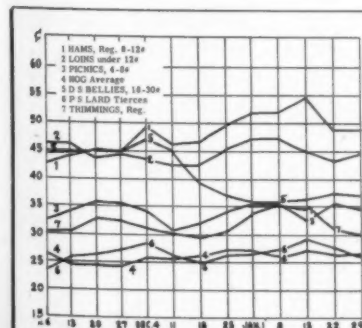
*F.O.B. shipping point.

LARD

Lard—Cash	26.60n	27.25n
Loose	24.50	25.50b
Leaf	23.50n	24.50n

Slaughter—		
Fed. Insp.*	301,000	321,000

Dressed lamb prices:		
Chicago, choice	44@47	43@47
New York, choice....	45@48	42@47



F. I. Livestock Slaughter Declined 11 Per Cent in Week Ended January 24 Compared with Last Year

Production of meat under federal inspection for the week ended January 24 totaled 323,000,000 lbs., according to the U. S. Department of Agriculture. The total reflected a decline in the slaughter of all animals. Production was 17 per cent below the 389,000,000 lbs. reported in the previous week, and 11 per cent below the 362,000,000 lbs. recorded for the corresponding week last year.

Cattle slaughter was estimated at 294,000 head. This was 11 per cent below the 332,000 reported for the preceding week and 2 per cent under the 301,000 slaughtered in the corresponding week last year. Beef production was 144,000,000 lbs., compared with 162,000,000 lbs. reported the week before and 150,000,000 lbs. processed in the same week a year ago.

Calf slaughter of 128,000 head was 11 per cent under the 144,000 reported a week earlier and 2 per cent below the

131,000 recorded for the same week last year. Output of inspected veal for the three weeks under comparison was 13,200,000, 15,100,000 and 14,200,000 lbs., respectively.

Hog slaughter totaled 1,071,000 head—a 23 per cent decrease from the 1,387,000 slaughtered in the preceding week and 17 per cent below the 1,292,000 recorded for the same week in 1947. Estimated production of pork was 153,000,000 lbs. compared with 198,000,000 reported a week earlier and 182,000,000 produced in the comparative week last year. Lard production totaled 39,600,000 lbs., compared with 49,100,000 reported the week before and 50,200,000 processed in the same week last year.

Sheep and lamb slaughter was estimated at 301,000 head, 6 per cent below the 321,000 head reported for the preceding week, and 14 per cent below the 349,000 recorded for the period last year. Production of inspected lamb and

mutton in the three weeks under comparison amounted to 12,900,000, 13,800,000 and 15,500,000 lbs., respectively.

PMA'S NOVEMBER PURCHASES

November purchases by USDA's Production and Marketing Administration of food and agricultural products for general supply, or export programs, or in price support operations included 116,722,115 lbs. of fats and oils, and 42,957,280 lbs. of meat products. Quantities reported for November and for the July-November period, based on commitments of commodity branches, are listed as follows:

	November, 1947, lbs.	July-Nov., 1947, lbs.
Fats and Oils		
Peanuts	106,427,962	207,094,579
Soybean oil, edible	4,070,000	4,670,800
Tallow fatty acids	668,153	2,292,351
Soybean oil, crude	2,241,000	2,241,000
Soybean oil, once refined	2,040,000	2,040,000
Oleomargarine, temperate	675,000	1,415,000
Oleomargarine (Coconut oil)		1,148,643
Cottonseed oil, refined	600,000	600,000
Total fats and oils	116,722,115	221,503,176

Livestock and Meat Products		
Meats, canned		
Horsemeat and gravy	40,497,280	47,218,280
Beef		1,000,000
Lard & rendered pork fat	2,460,000	31,721,900
Total meat products	42,957,280	79,940,180

ESTIMATED FEDERALLY INSPECTED SLAUGHTER AND MEAT PRODUCTION

Week Ended	Beef		Veal		Pork (excl. lard)		Lamb and mutton		Total meat
	Number	Prod. mil. lb.	Number	Prod. mil. lb.	Number	Prod. mil. lb.	Number	Prod. mil. lb.	
Jan. 24, 1948	294	143.5	128	13.2	1,071	153.2	301	12.9	322.8
Jan. 17, 1948	332	162.0	144	15.1	1,387	198.3	321	13.8	389.2
Jan. 25, 1947	301	150.3	131	14.2	1,292	182.1	349	15.5	362.1

Week Ended	Cattle		Calves		Hogs		Sheep & lambs		Per 100 lbs.	Total mil. lbs.
	Live	Dressed	Live	Dressed	Live	Dressed	Live	Dressed		
Jan. 24, 1948	938	488	189	103	255	143	96	43	14.5	39.6
Jan. 17, 1948	939	488	192	105	253	143	96	43	14.0	49.1
Jan. 25, 1947	948	499	198	108	256	141	97	44	15.2	50.2

CHICAGO PROV. SHIPMENTS

Provision shipments by rail from Chicago for the week ended January 24, 1948, were:

	Week Jan. 24	Previous week	Cor. wt. 1947
Cured meats, pounds	27,015,000	33,888,000	18,938,000
Fresh meats, pounds	37,798,000	38,536,000	48,292,000
Lard, pounds	8,268,000	7,263,000	4,846,000

HOG CUT-OUT TEST THIS WEEK SHOWS INCREASED MINUS MARGINS FOR ALL WEIGHTS

(Chicago costs and credits, first three days of week.)

Moderate declines were registered in the prices of most primal pork cuts from the week before while live hog costs were also down a little. However, minus cutting margins for all butcher stock were a little greater than a week earlier. Hogs weighing 180 to 220 lbs. remained in the most favorable position, cutting out at minus 48c, compared with minus 28c the week before. Hogs in the 220- to 240-lb. range cut out at minus 58c, compared with

minus 37c the preceding week, while 240- to 270-lb. hogs showed a minus \$1.31 compared with minus 79c the week before.

This test is computed for illustrative purposes only. Each packer should figure his own test, using actual costs, credits, yields and realizations. Values reported here are based on available Chicago market figures for the early part of each week.

—180-220 lbs.—						—220-240 lbs.—						—240-270 lbs.—					
	Pct. live wt.	Pct. fin. yield	Price per lb.	Per cwt. alive	Per cwt. yield		Pct. live wt.	Pct. fin. yield	Price per lb.	Per cwt. alive	Per cwt. yield		Pct. live wt.	Pct. fin. yield	Price per lb.	Per cwt. alive	Per cwt. yield
Skinned hams	12.7	18.1	51.1	\$ 6.49	\$ 9.25	12.7	17.7	50.7	\$ 6.44	\$ 8.97	13.0	18.1	48.1	\$ 6.25	\$ 8.71		
Picnics	5.7	8.1	34.8	1.98	2.82	5.5	7.7	34.7	1.91	2.67	5.4	7.4	34.4	1.90	2.55		
Boston butts	4.3	6.1	40.7	1.75	2.48	4.1	5.8	40.7	1.67	2.36	4.1	5.7	40.5	1.66	2.31		
Loins (blade in)	10.2	14.6	43.5	4.44	6.36	9.9	13.9	41.5	4.11	5.76	9.7	13.4	39.5	3.83	5.29		
Bellies, S. P.	11.1	15.9	50.2	5.57	7.99	9.6	13.5	48.4	4.65	6.53	4.0	5.5	44.1	1.76	2.43		
Bellies, D. S.						2.1	3.0	36.8	.77	1.10	8.6	12.0	36.8	3.16	4.42		
Fat backs						3.2	4.5	20.4	.65	.92	4.6	6.4	21.0	.97	1.34		
Plates and jowls						3.1	4.2	22.3	.60	.84	3.5	4.8	22.3	.78	1.07		
Raw leaf	2.3	3.2	27.0	.62	.86	2.2	3.1	27.0	.59	.84	2.2	3.1	27.0	.59	.84		
P. S. lard, rend. wt.	13.9	19.9	25.6	3.56	5.09	12.4	17.3	25.6	3.18	4.42	10.4	14.5	25.6	2.66	3.71		
Spareribs	1.6	2.3	37.5	.60	.86	1.6	2.3	31.2	.50	.72	1.6	2.2	27.0	.43	.59		
Regular trimmings	3.3	4.7	30.0	.99	1.41	3.1	4.2	30.0	.93	1.26	2.9	4.1	30.0	.87	1.23		
Feet, tails, neckbones	2.0	2.9	16.9	.34	.49	2.0	2.8	16.9	.34	.50	2.0	2.8	16.9	.34	.47		
Offal and miscellaneous				1.10	1.57				1.10	1.55				1.10	1.54		
TOTAL YIELD AND VALUE	70.0	100.0		\$28.09	\$40.12	71.5	100.0		\$27.53	\$38.54	72.0	100.0		\$26.26	\$38.50		
				Per cwt. alive					Per cwt. alive					Per cwt. alive			
Cost of hogs				\$27.54					\$27.21					\$26.75			
Condemnation loss				.14					.14					.14			
Handling and overhead				.89					.76					.68			
TOTAL COST PER CWT.				\$28.57					\$28.11					\$27.57			
TOTAL VALUE				28.09	40.12				27.53	38.54				26.26	38.50		
				Per cwt. yield					Per cwt. yield					Per cwt. yield			
Cutting margin				—\$.48	—\$.69				—\$.58	—\$.77				—\$ 1.31	—\$ 1.79		
Margin last week				—\$.28	—\$.42				—\$.37	—\$.45				—\$.79	—\$ 1.21		

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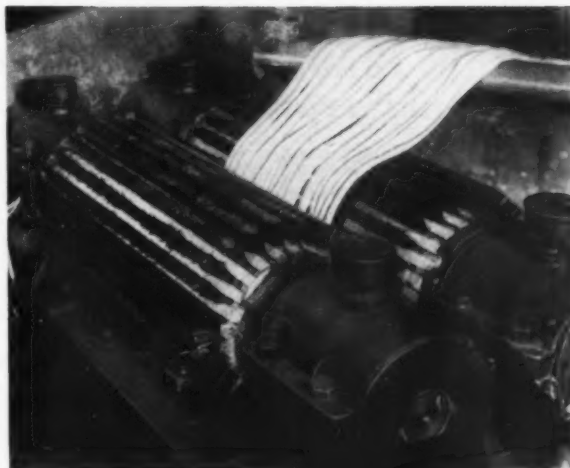
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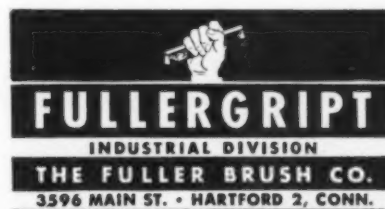
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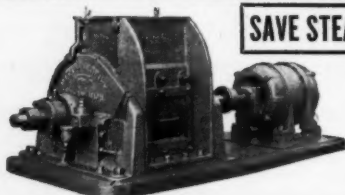
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MEAT AND SUPPLIES PRICES

Chicago

WHOLESALE FRESH MEATS

CARCASS BEEF

	Week ended Jan. 28, 1948	per lb.
Choice native steers—	51	@53
All weights	43	@47
Good native steers—	43	@47
All weights	39	@42
Commercial native steers—	33	@35
Utility, all weights	33	@35
Headquarters, choice	42	@43
Forequarters, choice	42	@43
Cow, commercial	34	@35
Cow, utility	32	@33
Cow, canner and cutter	31½	@32

BEEF CUTS

Steer loin, choice	1.00@1.05
Steer loin, good	.78@.83
Steer loin, commercial	.43@.70
Steer round, choice	.46@.47
Steer round, good	.45@.46
Steer rib, choice	.75@.85
Steer rib, good	.57@.63
Steer rib, commercial	.46@.52
Steer rib, utility	.32@.36
Steer sirloin, choice	.50@.58
Steer sirloin, commercial	.50@.58
Steer brisket, choice	.48@.50
Steer brisket, good	.48@.50
Steer chuck, choice	.40@.42
Steer chuck, good	.40@.42
Steer back, choice	.50@.53
Steer back, good	.49@.51
Fore shanks	.28@.29
Hind shanks	.23
Beef tenderloins	1.75@1.80
Steer plates	.26@.28

BEEF PRODUCTS

Brains	.13 @14
Hearts	.23½ @24
Tongues, select, 3 lbs. & up, fresh or froz.	.26 @28
Tongues, house run.	.24 @25
Tripe, cooked	.21 @22
Livers, selected	.49 @53
Kidneys	.19 @20
Cheek meat	.34 @36
Lips	.15 @15½
Lungs	.16 @11½
Melts	.11 @11½

CALF—HIDE OFF

Choice, 225 lbs. down	.40@.46
Good, 225 lbs. down	.38@.42
Commercial	.33@.37
Utility	.28@.31

VEAL—HIDE OFF

Choice carcass	.46@.47
Good carcass	.41@.44
Commercial carcass	.33@.38
Utility	.29@.31

LAMBS

Choice lambs	.43@.46
Good lambs	.42@.45
Commercial lambs	.39@.42
Utility	.29@.33

MUTTON

Good	.25@.26
Commercial	.24@.24½
Utility	.23@.23½

WHOLESALE SMOKED MEATS

Fancy regular hams, 14/18 lbs., parchment paper	.50 @58
Fancy skinned hams, 14/18 lbs., parchment paper	.58 @60
14/16 lbs., parchment paper	.50½ @58
Fancy trim, brisket off, bacon, 8 lb. down, wrap	.63 @65
Square cut seedless bacon, 8 lb. down, wrap	.50 @60

FRESH PORK AND PORK PRODUCTS

Fresh sk. ham, 8/18	.48 @52
Reg. pork loins, 12 lb.	.45 @46
Pork, 4/8	.34½ @35½
Skinned shoulders, bone in	.38 @39
Spareribs, under 3 lbs.	.38½ @39½
Boston butts, 3/8 lbs.	.42 @44
Boneless butts, c.t.	.55½ @56
Neck bones	.14½ @15
Pigs' feet, front	.15 @15½
Kidneys	.19 @20
Livers	.25 @25½
Brains	.22½ @23
Ears	.13 @13½
Shouts, lean in	.16½ @17

FANCY MEATS

Tongues, corned	35
Veal breads, under 6 oz.	70
6 to 12 oz.	71
12 oz. up	75
Beef kidneys	22@24
Lamb livers	58@60
Beef livers	50@55
Ox tails under ¾ lb.	10
Over ¾ lb.	23

SAUSAGE MATERIALS

Reg. pork trim (50% fat)	30½ @31½
Sp. lean pork trim	46 @46½
Ex. lean pork trim, 95%	49½ @50½
Pork cheek meat	34½ @35
Pork tongues	21 @21½
Boneless bulk meat	43½ @44
Boneless chucks	43 @44
Shank meat	43½
Beef trimmings	39 @39½
Dressed canners	32½ @33
Dressed cutter caws	32½ @33
Dressed bologna bulls	34½ @35½

DRY SAUSAGE

Cervelat, ch. hog bungs	.85 @87
Thuringer	51
Farmer	70 @72
Holsteiner	70 @72
B. C. Salami	84
B. C. Salami, new, con.	51
Genoa style salami, ch.	96
Pepperoni	78
Mortadella, new condition	50
Cappicola (cooked)	30
Italian style hams	85

DOMESTIC SAUSAGE

Pork sausage, hog casings	52
Pork sausage, bulk	50
Frankfurters, sheep casings	51½
Frankfurters, hog casings	49½
Bologna, artificial casings	42
Smoked liver, hog bungs	42½
New Eng. lunch. specialty	65
Mixed luncheon spec., ch.	49
Tongue and blood	38
Blood sausage	31
Souse	31
Polish sausage, fresh	33
Polish sausage, smoked	36

SAUSAGE CASINGS

(F. O. B. Chicago)

(Prices quoted to manufacturers of sausage.)

Beef casings	
Domestic rounds, 1½ in.	30 @35
Domestic rounds, over 1½ in., 140 pack	38 @42
Export rounds, wide, over 1½ in.	75 @85
Export rounds, medium, 1½ to 1½	40 @45
Export rounds, narrow, 1½ in. under	75 @95
No. 1 weasands, 24 in. up	14 @15
No. 1 weasands, 22 in. up	12 @14
No. 2 weasands	10 @12
Middle sewing, 1½ in.	90 @110
Middle, select, wide, 2½ to 2½ in.	1.10@1.15
Middle, select, extra, 2½ to 2½ in.	1.35@1.40
Middle, select, extra, 2½ in. & up	1.90@1.95
Beef bungs, export No. 1	14 @15
Beef bungs, domestic	8 @12
Dried or salted binders, per piece:	
12-15 in. wide, flat	13 @14
10-12 in. wide, flat	9½ @10½
8-10 in. wide, flat	6½ @7½

Pork casings:	
Extra narrow, 29 mm. & dn.	2.85@3.00
Narrow, mediums, 20@82	2.90@3.00
Medium, 32@35 mm.	2.20@2.30
Sue, medium, 35@38 mm.	1.85@1.95
Wide, 38@43 mm.	1.70@1.85
Export bungs, 34 in. cut	36 @37
Large prime bungs, 34 in. cut	28 @30
Medium prime bungs, 34 in. cut	22
Small prime bungs	18 @20
Middles, per set	16 @15

SEEDS AND HERBS

	Whole for Saus.	Ground
Caraway Seed	22@23	26@27
Cominos seed	33@35	38@40
Mustard seed, fcy. yel.	22	
American	29	
Marjoram, Chilean	16	20
Oregano	17@22	21@26
Coriander, Morocco		
Natural No. 1	12	16
Marjoram, French	30	50½
Sage, Dalmatian		
No. 1	34@35	40

CURING MATERIALS

Nitrite of soda (Chgo. w' hse)	Cwt.
In 425-lb. bbls., del.	\$8.75@9.00
Salt peter, n. ton, f.o.b. N. Y.	
Dbl. refined gran.	10.25
Small crystals	13.65
Medium crystals	14.55
Pure rfd., gran. nitrate of soda	4.75
Pure rfd. powdered nitrate of soda	unquoted
Salt, in min. car of 60,000 lbs.	
½ y. paper sacked f.o.b. Chgo.	Per ton
Regulated	\$18.60
Medium	23.20
Back, bulk, 40 ton cars, Detroit	10.00
Sugar	
No. 96 basis, f.o.b.	
New Orleans	5.65
Standard gran., f.o.b. refiners (2%)	7.90@8.00
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La.	
low 2½	7.41
Dextrose, per cwt. in paper bags, Chicago	7.16

SPICES

(Basis Chgo., orig. bbls., bags, bales)	Whole	Ground
Allspice, prime	38½ @39	32@33
Recifted	29½ @30	34@34½
Chili powder		36@45
Chili pepper	33½ @35	39@40
Cloves, Zanzibar	.20 @21	24@25
Ginger, Jam., unbl.	.22 @24	26@28½
Ginger, African	.18 @19	22@23
Cochin	.20 @21	24@25
Mace, fcy. Banda		1.77
East Indies		1.75
West Indies		35
Mustard, flour, fcy.		26
No. 1		80@82
West India Nutmeg		50@54
Paprika, Spanish		31@35
Pepper, Cayenne		30@32
Red No. 1		59@67
Pepper, Packers	.51 @60	55@56
Pepper, black	.51 @52	55@56
Pepper, white	.67½ @69	73@75
Pepper, Black		
Malabar	.51 @52	55@56
Black Lampung	.51 @52	55@56

PACIFIC COAST WHOLESALE MEAT PRICES

	Los Angeles Jan. 26	San Francisco Jan. 27	No. Portland
FRESH BEEF: (Carcass)			
STEER:			
Good:			
400-450 lbs.	\$43.00@44.00	\$45.00@46.00	
500-600 lbs.	43.00@44.00	45.00@46.00	
Commercial:			
400-800 lbs.	40.00@42.00	42.00@44.00	
Utility:			
400-600 lbs.	39.00@40.00	38.00@40.00	
COW:			
Commercial, all wts.	37.00@38.00	38.00@40.00	
Cutter, all wts.	32.00@33.00	34.00@36.00	
FRESH VEAL AND CALF: (Skin-Off)			
Choice:			
80-150 lbs.		46.00@48.00	
Good:			
80-150 lbs.		43.00@45.00	
FRESH LAMB & MUTTON: (Carcass)			
LAMB:			
Choice:			
30-40 lbs.		45.00@46.00	
40-50 lbs.	45.00@46.00	44.00@46.00	
Good:			
30-40 lbs.		45.00@46.00	
40-50 lbs.	44.00@45.00	44.00@46.00	
Commercial, all wts.	42.00@44.00	42.00@44.00	
Utility, all wts.	41.00@42.00	36.00@42.00	
MUTTON (EWE):			
Good, 75 lbs. dn.	25.00@27.00	21.00@23.00	
Commercial, 70 lbs. dn.	25.00@27.00	19.00@21.00	
FRESH PORK CARCASSES: (Packer Style)			
80-100 lbs.		43.00@44.00	
100-120 lbs.		43.00@44.00	
120-137 lbs.	40.00@42.00	43.00@44.00	
FRESH PORK CUTS NO. 1:			
LOINS:			
8-10 lbs.	50.00@56.00	56.00@60.00	
10-12 lbs.	50.00@56.00	56.00@60.00	
12-16 lbs.	50.00@55.00		
PICNICS:			
4-8 lbs.		42.00@46.00	
PORK CUTS, NO. 1:			
HAM, Skinned:			
12-16 lbs.	57.00@59.00	60.00@65.00	
16-20 lbs.	56.00@59.00	60.00@65.00	
BACON, "Dry Cure" No. 1:			
6-8 lbs.		74.00@76.00	
8-10 lbs.		72.00@74.00	
10-12 lbs.		70.00@72.00	
LARD, Refined:			
Tierces	29.00@31.00		
50 lb. cartons & cans	29.50@31.00		
1 lb. cartons	30.00@32.00		

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Straight and Mixed Cars of
SUCHER'S
"Victory Brand"
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and Provisions

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VIOBIN

WHEAT GERM POWDER

...IMPROVES FLAVOR
...IMPROVES COLOR
...IMPROVES TEXTURE
...PROLONGS SHELF LIFE

because VIOBIN contains amino acids and natural sugars in the proper combination
because VIOBIN contains protein of high biologic value which has a natural tendency to develop a "meaty" color.
because VIOBIN thoroughly emulsifies and binds without becoming sticky and tough.
because VIOBIN contains natural anti-oxidant properties which retard rancidity.

No sticking to griddle or skillet. No shrivelling.

VIOBIN is a wholesome, highly nutritious pure food product derived from the embryo of the wheat berry—the natural source of Vitamin B Complex.

VIOBINIZE your meat food products
BETTER QUALITY • BETTER LOOKS • BETTER SALES

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*U. S. Patent 2,314,282

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CHICAGO PROVISION MARKETS

From The National Provisioner Daily Market Service

CASH PRICES

CARLOT TRADING LOOSE BASIS F.O. CHICAGO OR CHICAGO BASIS			PICNICS		
			Fresh or Frozen		
THURSDAY, JANUARY 29, 1948					
REGULAR HAMS					
Fresh or Frozen			S.P.		
8-10	48 1/2n	48 1/2n	4-6	34 1/2	34 1/2
10-12	48 1/2n	48 1/2n	6-8	34 1/2	34 1/2
12-14	48n	48n	8-10	32 1/2	32 1/2
14-16	47 1/2n	47 1/2n	10-12	32	32
			12-14	32	32
			14-16	32	32
			16-18	32	32
			18-20	32	32
			20-22	32	32
			22-24	32	32
			24-26	32	32
			26-28	32	32
			28-30	32	32
			30-32	32	32
			32-34	32	32
			34-36	32	32
			36-38	32	32
			38-40	32	32
			40-42	32	32
			42-44	32	32
			44-46	32	32
			46-48	32	32
			48-50	32	32
			50-52	32	32
			52-54	32	32
			54-56	32	32
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			468-470	32	32
			470-472	32	32
			472-474	32	32
			474-476	32	32
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			478-480	32	32
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			556-558	32	32
			558-560	32	32
			560-562	32	32
			562-564	32	32
			564-566	32	32
			566-568	32	32
			568-570	32	32
			570-572	32	32
			572-574	32	32
			574-576	32	32
			576-578	32	32
			578-580	32	32
			580-582	32	32
			582-584	32	32
			584-586	32	32

MARKET PRICES *New York*

DRESSED BEEF CARCASSES

City Dressed

January 27, 1948

Choice, native, heavy.....	53	@60 1/2
Choice, native, light.....	50 1/2	@57
Good.....	45 1/2	@55 1/4
Comm.....	44	@49 3/4
Can. & cutter.....	32	@34
Utility.....	34	@35
Ref. bull.....	37	@38 1/2

BEEF CUTS

City

No. 1 ribs.....	72	@80
No. 2 ribs.....	62	@68
No. 1 loins.....	90	@96
No. 2 loins.....	78	@85
No. 1 blinds and ribs.....	56	@60
No. 2 blinds and ribs.....	50	@54
No. 1 rounds.....	52	@53
No. 2 rounds.....	45	@47
No. 1 chucks.....	43	@45
No. 2 chucks.....	43	@45
No. 3 chucks.....	40	@43
No. 1 briskets.....	43	@45
No. 2 briskets.....	43	@45
No. 1 flanks.....	25	@26
No. 2 flanks.....	25	@26
No. 1 top sirloins.....	63	@64
No. 2 top sirloins.....	62	@63
Rolls, reg. 4 @ 6 lbs. av.....		
Rolls, reg. 6 @ 8 lbs. av.....		

FRESH PORK CUTS

Western

Butts, regular 3/8.....	44	@47
Shoulders, regular.....	41	@44
Pork loins, fresh, 12 lbs. do.....	45	@50
Hams, regular, under 14 lbs.....	52	@56
Hams, skinned, fresh, under 14 lbs.....	54	@59
Picnics, fresh, bone in.....	40	@42
Pork trimmings, ex. lean.....	50	@52
Pork trimmings, regular.....	35	@37
Spareribs, medium.....	39	@42
Belles, sq. cut, seedless, 8/12.....	57	@58

City

Boston butts, 3/8 lbs.....	45	@47
Shoulders, regular.....	42	@44
Pork loins, fr., 10/12 lbs.....	47	@50
Hams, regular, under 14 lbs.....	50	@51
Hams, sknd., under 14 lbs.....	55	@60
Picnics, bone in.....	37	@41
Pork trim, ex. lean.....	50	@52
Pork trim, regular.....	35	@38
Spareribs, medium.....	41	@42
Belles, sq. cut, seedless, 8/12.....	55	@60

FANCY MEATS

Veal breads, under 6 oz.....	65
6 to 12 oz.....	80
12 oz. up.....	1.00
Beef kidneys.....	25
Beef livers.....	70
Lamb fries.....	35
Oxtails under 1/2 lb.....	16
Oxtails over 1/2 lb.....	30

WESTERN DRESSED MEATS AT NEW YORK

WEDNESDAY, JANUARY 28, 1948

All quotations in dollars per cwt.

FRESH BEEF—STEER & HEIFER:

Choice:	
350-500 lbs.....	None
500-600 lbs.....	\$50.00-52.00
600-700 lbs.....	51.00-53.00
700-800 lbs.....	52.00-54.00

Good:

350-500 lbs.....	None
500-600 lbs.....	44.00-48.00
600-700 lbs.....	44.00-48.00
700-800 lbs.....	45.00-48.00

Commercial:

350-600 lbs.....	39.00-43.00
600-700 lbs.....	40.00-43.00

Utility:

350-600 lbs.....	None
------------------	------

COW:

Commercial, all wts.....	35.00-38.00
Utility, all wts.....	33.00-35.00
Cutter, all wts.....	None
Canner, all wts.....	None

FRESH VEAL AND CALF:

SKIN OFF, CARCASS:

Choice:	
80-130 lbs.....	46.00-50.00
130-170 lbs.....	None

Good:

50-80 lbs.....	40.00-46.00
80-130 lbs.....	42.00-46.00
130-170 lbs.....	None

DRESSED HOGS

Hogs, gd. & ch., hd. on, lf. fat in	
100 to 136 lbs.....	40 @ 42 1/4
137 to 153 lbs.....	40 @ 42 1/4
154 to 171 lbs.....	40 @ 42 1/4
172 to 188 lbs.....	40 @ 42 1/4

LAMBS

Choice lambs.....	48 @ 51
Good lambs.....	44 @ 49
Commercial.....	44 @ 47
Utility.....	40 @ 45

MUTTON

Good.....	24 @ 26
Commercial.....	24 @ 26

VEAL—SKIN OFF

Choice carcass.....	46 @ 50
Good carcass.....	40 @ 46
Commercial carcass.....	34 @ 40
Utility.....	27 @ 30

BUTCHERS' FAT

Shop fat.....	11 1/2
Breast fat.....	13
Edible suet.....	13 1/2
Inedible suet.....	13 1/2

LIVESTOCK SUPPLY SOURCES

Percentages of livestock slaughtered during November, 1947, bought at stockyards and direct, as reported by USDA.

	Nov., 1947	Oct., 1947	Nov., 1946
	Per cent	Per cent	Per cent

Cattle—			
Stockyards.....	76.0	76.4	76.8
Other.....	24.0	23.6	23.2

Calves—			
Stockyards.....	65.0	63.8	68.8
Other.....	35.0	36.2	31.2

Hogs—			
Stockyards.....	32.1	38.9	35.2
Other.....	67.9	61.1	64.8

Sheep and lambs—			
Stockyards.....	60.2	61.1	60.2
Other.....	39.8	38.9	39.8

ADLER Stockinettes

quality made for over 80 years

Visit us at Booth No. T-18 at the
WSMPA Convention in
San Francisco, February 12-14
Arthur A. Neufeld

In Chicago: 222 West Adams Street
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THE ADLER COMPANY, CINCINNATI 14, OHIO



The success or failure of any food product is determined by the reaction it receives from the ultimate consumer.

Our long experience in the chili seasoning industry has taught us that chili products are judged by both color and flavor. Rich red color stimulates appetite appeal—the urge to buy! The tantalizing, true flavor of real chili keeps consumers coming back for more—repeat sales!

Our superb blends of Chili Powders and Peppers are used extensively by A. M. I. and N. I. M. P. A. Members and have played no small part in the success of some of the nation's largest selling chili products.

Write today for formulas, samples and full particulars.

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• HOUSTON, TEXAS

CHILI PRODUCTS CORPORATION

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825 North Michigan Avenue, Chicago, Illinois

• CHILI POWDERS

• CHILI PEPPERS

BY-PRODUCTS—FATS—OILS

TALLOW AND GREASES

Buying interest in tallow and greases was light through most of the week and the market for greases sagged 1c under the weight of softness in vegetable oils and other commodities. Tallow appeared to be well held at prices unchanged from a week earlier, although the top was off ¼c. There were rumors originating in the East Thursday that trading had been done in the New York market basis 23c for fancy tallow, but this was later denied.

A couple of cars of fancy tallow of western production moved east Thursday at 24c f.o.b. shipping point, but the midwest market continued at a standstill with nothing offered below 25c basis fancy tallow and this price stood in a nominal way. Only a light buying interest was indicated 1c lower. About ten cars of choice white grease were reported moving late Wednesday at 24c f.o.b. shipping points, and more business in this product was done at this basis on Thursday.

Weakness in lard was a strong factor in the market for tallow and greases. Lard futures were active late in the period and advanced Thursday 12½ to 55c over the previous day, with the nearby futures showing the most gain. Two tanks of P.S. lard sold Thursday at \$24.50, f.o.b., Chicago.

TALLOW.—Closing quotations for tallow in carlots, f.o.b. producer's plant, were mostly unchanged although the top was ¼c lower. Thursday's quotations were:

Edible 25@25¼c n; fancy, 25c; choice, 24¼c; extra, 24¼c; special 24¼c; No. 1, 24c n; No. 3, 23¼c; No. 2, 22@22½c.

GREASES.—The market in greases was mostly 1c lower. Grease quotations on Thursday were:

Choice white, 24c A-white, 23½c; B-

FERTILIZER PRICES

BASIS NEW YORK DELIVERY

Ammoniates

Ammonium sulphate, bulk, per ton, f.o.b. production point	\$40.00
Blood, dried 16% per unit of ammonia	12.00
Unground fish scrap, dried, 60% protein nominal f.o.b.	
Fish Factory, per unit	2.25
Soda nitrate, per net ton, bulk, ex-vessel Atlantic and Gulf ports	44.50
in 100-lb. bags	48.00
Fertilizer tankage, ground, 10% ammonia, 10% B.P.L., bulk	nominal
Feeding tankage, unground, 10-12% ammonia, bulk per unit of ammonia	12.00

Phosphates

Bone meal, steam, 3 and 50 bags, per ton, f.o.b. works	\$60.00
Bone meal, raw, 4½% and 50% in bags, per ton, f.o.b. works	67.50
Superphosphate, bulk, f.o.b. Baltimore, 19% per unit	.80

Dry Rendered Tankage

45/50% protein, unground, \$2.40 per unit of protein	
--	--

EASTERN FERTILIZER MARKET

New York, January 29, 1948

While tankage and blood advanced in price with sales of both materials at \$12.00 per unit of ammonia f.o.b. New York, dry rendered tankage declined slightly to \$2.40 f.o.b. New York.

Available supplies of these materials were small and any amount of additional buying would immediately lift prices.

Fertilizer manufacturers continue to be short of various chemicals. Leading producers are sold out.

white, 23c; yellow, 22½c; house, 22c; brown, 25 F.F.A., 21½c.

GREASE OILS.—Grease oil prices held generally about steady with a week ago. No. 1 lard oil was quoted at 34c. Prime burning sold at 36c. Acidless tallow oil was quoted at 31c.

NEATSFOOT OIL.—Quotations on neatsfoot oil were largely steady with a week earlier. Trading continued light. Neatsfoot stock was quoted at 30c in carload lots.

BY-PRODUCTS MARKETS

(Chicago, Thursday, January 29, 1948.)

Blood

Unground, per unit ammonia	*\$11.00@11.50
----------------------------	----------------

Digester Feed Tankage Material

Unground, loose	*\$11.50@11.75
Liquid stick, tank cars	4.50

Packinghouse Feeds

50% meat and bone scraps, bulk	\$135.00
55% meat scraps, bulk	145.50
50% feeding tankage, with bone, bulk	125.00
90% digester tankage, bulk	150.00
80% blood meal, bagged	180.00
65% BPL special steamed bone meal, bagged	70.00

Fertilizer Materials

High grade tankage, ground 10@11% ammonia	\$6.00 and 10c
Bone tankage, unground, per ton	45.00
Hoof meal, per unit ammonia	9.00@9.50

Dry Rendered Tankage

Cake	*\$2.35@2.40
Expeller	*2.35@2.40

Gelatine and Glue Stocks

Calf trimmings (limed)	\$2.50@2.80
Lard trimmings (green, salted)	1.85
Sinews and pizzles (green, salted)	1.85

Cattle jaws, skulls and knuckles	\$75.00
Pig skin scraps and trim, per lb.	.30

Animal Hair

Winter coll dried, per ton	\$100.00
Summer coll dried, per ton	70.00@75.00
Cattle switches	4@54
Winter processed, gray, lb.	11½@12
Summer processed, gray, lb.	7@7½

*F.O.B. shipping point.

CUBAN LARD SUPPLY SHORT

An acute shortage of lard in Cuba has been reported as a result of delays in issuance of export permits for shipments from the United States. Early this week only a few Havana stores were able to supply customers.

The U. S. lard quota granted Cuba amounts to 60,000,000 lbs. annually. Estimates indicate Cuba would consume 100,000,000 lbs. of lard if such a quantity were available.

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for CRACKLINGS, BONES
DRIED BLOOD, TANKAGE
and other
BY-PRODUCTS



Grind cracklings, tankage, bones, etc. to desired fineness in one operation. Cut grinding costs, insure more uniform grinding, reduce power consumption and maintenance expense. Nine sizes—5 to 100 H.P.—capacities 500 to 20,000 lbs. hourly. Write for catalog No. 310.

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FRENCH HORIZONTAL MELTERS

Are Sturdily Built.

Cook Quickly Efficiently.



THE FRENCH OIL MILL MACHINERY CO.
PIQUA, OHIO

VEGETABLE OILS

Virtually all vegetable oils sold from 1@2c lower at the close of the period following the softness in most commodity markets. The unsettled condition in the lard market was a leading factor influencing the vegetable oils. Trading was dull, with activity largely centered in scattered sales of cottonseed, corn and soybean oils. Vegetable oil soap stocks worked ¼@½c lower.

Interest in the spot olive oil market continued moderate, with the trade waiting the results of expected early new Spanish crop arrivals. The cash market was unsettled, with wide differences in asking prices.

The Department of Commerce reported recently that United States exports of fats and oils in October failed to increase as might have been expected as a result of fourth quarter export allocations of 450,000,000 lbs., while imports increased from the preceding month to total 99,000,000 lbs. The result was a strong net import position for the U. S.

CORN OIL.—At 28½c paid this product was 2c lower than nominal prices a week ago.

PEANUT OIL.—Thursday's price of 27c nominal, Southeast, was 1c lower than nominal prices a week earlier.

COCONUT OIL.—Thursday's price of 24c asked, Pacific Coast, was ½@1c down from nominal prices a week earlier.

SOYBEAN OIL.—A price of 24c paid, basis Decatur, was 1½c down from Thursday of last week.

COTTONSEED OIL.—Thursday's spot crude price at 26½c paid across the Belt was 1c down compared with a week earlier. Quotations on the N. Y. futures market the first four days of the week were reported as follows:

MONDAY, JANUARY 26, 1948

	Open	High	Low	Close	Pr. cl.
Mar.	*28.40	28.60	28.00	*27.75	28.60
May	*28.50	28.53	25.79	*25.80	26.65
July	*25.90	25.90	25.15	25.25	26.05
Sept.	*24.75	24.75	24.20	24.25	25.05
Oct.	*23.00	23.25	22.90	*22.60	23.25
Dec.	*21.00	.....	.....	*20.00	22.00
Jan., '49 ..	*21.50	.....	.....	*20.00	22.00

Total sales: 143 contracts.

TUESDAY, JANUARY 27, 1948

	Open	High	Low	Close	Pr. cl.
Mar.	*27.65	28.00	27.50	*28.00	27.75
May	*25.90	26.46	25.52	26.10	25.80
July	*25.20	25.75	24.90	25.50	25.25
Sept.	*24.25	24.55	23.90	24.50	24.25
Oct.	*22.60	.....	.....	*22.75	22.60
Dec.	*20.00	.....	.....	*20.25	20.00
Jan., '49 ..	*20.00	.....	.....	*20.00	20.00

Total sales: 151 contracts.

WEDNESDAY, JANUARY 28, 1948

	Open	High	Low	Close	Pr. cl.
Mar.	*27.50	28.35	27.85	*28.25	28.00
May	*26.10	26.45	25.80	26.40	26.10
July	*25.40	25.80	25.10	*25.75	25.50
Sept.	*24.30	24.10	24.05	24.60	24.50
Oct.	*22.50	22.60	22.60	*23.00	22.75
Dec.	*20.00	21.60	21.60	*20.50	20.50
Jan., '49 ..	*20.00	.....	.....	*20.50	20.00

Total sales: 125 contracts.

THURSDAY, JANUARY 29, 1948

	Open	High	Low	Close	Pr. cl.
Mar.	28.00	28.85	28.00	*28.80	28.25
May	26.50	26.95	26.25	26.80	26.40
July	25.85	26.15	25.60	26.12	25.75
Sept.	*24.65	25.05	24.50	*25.00	24.60
Oct.	*23.00	.....	.....	*23.50	23.00
Dec.	*20.50	.....	.....	*20.50	20.50
Jan., '49 ..	*20.50	.....	.....	*20.50	20.50

Total sales: 108 contracts.

*Bid. †Nominal. ‡Asked.

Output of Oleo at All-Time Peak in October-November

Margarine production hit an all-time record of 168,000,000 lbs. in October and November, 1947, according to the U. S. Department of Commerce. This was an increase of 36 per cent over the corresponding period of 1946 and of 164 per cent over the 1937-41 average.

Total margarine production in 1947 exceeded 700,000,000 lbs., which was double the prewar average, and indicated per capita consumption of 4.8 lbs., or 1 lb. more than the previous year, and 2 lbs. more than prewar.

Increased consumption of margarine was believed principally due to the price

factor. Butter averaged around 80c per lb. through the January-October period, while margarine averaged 41c.

VEGETABLE OILS

Crude cottonseed oil, carlots, f.o.b. mills	
Valley	26½pd
Southeast	26½pd
Texas	26½pd
Soybean oil, in tanks, f.o.b. mills, Midwest	24pd
Corn oil, in tanks, f.o.b. mills	28½pd
Coconut oil, Pacific Coast	24ax
Peanut oil, f.o.b. Southern points	27n
Cottonseed foots	
Midwest and West Coast	6½@7
East	6½@7

OLEOMARGARINE

Prices f.o.b. Chgo.

White domestic, vegetable	40
White animal fat	42
Milk churned pastry	39
Water churned pastry	38

★

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HIDES AND SKINS

Packer light cows sell fully steady, with more wanted—all-heavy native steers move 1c higher at week-end, with more offered—heavy cows sell steady—bulls move ½c higher—steer descriptions slow—southeast small plant kips a shade easier.

Chicago

PACKER HIDES.—The movement of packer hides so far this week has been confined mainly to cow descriptions, and a couple cars each of extreme light native steers and bulls. Inquiry has been running mostly to the light hides, and there has been little action on native or branded steers. Reported sales totalled about 40,000 hides, while 22,000 more moved at the close of last week. In addition, there were strong rumors that a few more light cows, some figure around 8,000, moved quietly, so that the total for the local market since the last report is about 70,000 hides, not including 10,000 southeast small plant stock.

All heavy native steers moved up a cent at the end of last week. Extreme light native steers sold up a cent this week, in line with price reported last week by the Association. A few extreme light Texas steers sold at a half-cent premium over southern branded cows. Heavy, light and branded cows

sold at steady prices, although some very light branded cows brought ½c premium. Packer bulls sold ½c higher, with another ¼c premium for some light average bulls.

There is further inquiry in the market for light native cows and also for light average branded cows but local packers indicate they are well sold up following the active movement on cow descriptions during the past couple weeks. In fact, no offerings were available from one local packer throughout the week, while available offerings in other quarters consist mainly of a few steers.

All-heavy native steers sold up a cent at the end of last week when one packer moved 5,000 at 31c; a few more are available that basis. All-light native steers are offered in a limited way at 32c, with last actual trading couple weeks back at a cent less. Mixed light and heavy native steers sold in a good way previous week at 31c, and 1,500 Chicago take-off moved also at 31c at the close of last week.

One packer, at the opening of the week, sold 3,200 Jan. extreme light native steers at 34c, or a cent over price paid another packer last week, although the Association had reported moving a car at 34c about ten days ago.

Branded steers sold in a fairly good

way previous week at 29½c for butt brands and 29c for Colorados; heavy Texas steers sold at 29½c, and 1,200 more moved that basis at the week-end; light Texas steers sold last week at 29½c. There has been no recent trading in extreme light Texas steers but one packer this week sold 500 at 31½c, or ½c over the price for southern branded cows.

Further trading in heavy native cows at the close of last week involved 4,500 River points at 30½c, and a total of 9,800 Chicago, St. Paul and Milwaukee at 31c, steady with the advance paid earlier last week. Early this week, 2,800 River point heavy native cows sold at 30½c, and 1,400 northern moved at 31c, steady prices; the Association later sold 1,300 Chicago take-off at 30½c, steady.

Reported trading in light native cows this week was at steady prices, with indications of further business done quietly that basis; 3,800 St. Paul, 1,800 Chicago and 1,800 other northern light cows sold at 32c, steady; 3,900 Kansas City and 1,900 St. Louis light cows sold at 32½c, steady; lighter average points were salable at 33c, or better, if available.

One packer sold 1,400 northern branded cows at 30½c, and 3,600 Ft. Worth take-off at 31c, steady prices; another packer sold 6,000 Oklahoma City branded cows, running lighter average, at 31½c, or ½c premium.

A local packer sold 600 bulls, and two outside packers each sold about 700, at ½c advance; native bulls sold at 20c, and brands 19c. Later, the Association moved 1,100 light average bulls, reported under 69-lb. average, at ¼c premium, or 20½c for native bulls and 19½c for brands.

One packer sold 10,000 light average all-weight hides from four small southeast plants at steady prices, natives selling at 33½c and brands at 32½c, flat, f.o.b. shipping points.

OUTSIDE SMALL PACKER.—The small packer market is a bit more rangy, with not many hides being offered and strong prices asked. Several cars of better than the usual run of offerings, around 40/44 lb. avge., sold at 31c, selected, trimmed; bids of 27c were unfilled for stock around 56/57-lb. avge., with sellers talking 28c or better.

PACIFIC COAST.—There has been no news from the Coast market since the trading early previous week by small killers at 28½c for cows and 26½c for steers, flat, f.o.b. shipping points; the larger killers had secured these prices earlier.

PACKER CALF AND KIPSKINS.—Trading nearly two weeks back left the local packers well sold up on calfskins at most points. At that time, northern calf sold at \$1.05 for lights under 9½ lbs., and 80c for heavies 9½/15 lb.; River point calf sold at 95c for lights and 70c for heavies; St. Louis calf sold at 95c for lights and 75c for heavies, and market quoted this basis in a nominal way pending further trading.

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WEEK'S CLOSING MARKETS

CHICAGO HIDE QUOTATIONS

PACKER HIDES			
	Week ended Jan. 29, '48	Previous Week	Cor. week, 1947
Hvy. nat. str.	@31	30	@31
Hvy. Tex. str.	@29½		@29½
Hvy. butt			@29
brnd'd str.	@29½		@29½
Hvy. Col. str.	@29		@29
Ex-light Tex.			@18½
str.	@31½	31	@31½
Brnd'd cows.	@30½	30½	@31
Hvy. nat. cows.	@31	30½	@31
Lt. nat. cows.	@33	32	@33
Nat. bulls	@20		@19½
Brnd'd bulls	@19		@18½
Calfskins, Nor.	@1.05	80	@1.05
Kips, Nor. nat.	@50		@50
Kips, Nor. brnd	@47½		@47½
Slunks, reg.	@3.50		@3.50
Slunks, bris.	@1.20		@1.20

CITY AND OUTSIDE SMALL PACKERS

Nat. all-wts.	@31	29	@31	16	@17½
Brnd'd all wts.	@30	28	@30	15	@16½
Nat. bulls	@17½	17	@17½	13	@13
Brnd'd bulls	@16½	16	@16½	12	@12
Calfskins	@65	65	@70	40	@46
Kips, nat.	@35	34	@36	28	@29
Slunks, reg.	@3.50		@3.50		@2.50
Slunks, bris.	@1.10	1.10	@1.20	90	@1.00

All packer hides and all calf and kipskins quoted on trimmed, selected basis; small packer hides quoted selected, trimmed; all slunks quoted flat.

COUNTRY HIDES

Hvy. str.	@26	25	@26½	14	@15
Hvy. cows.	@26	25	@26½	14	@15
Butts	@26	25	@26½	14	@15
Extremes	@26	25	@26½	14	@15
Bulls	@15	14	@15	10½	@11
Calfskins	@45	40	@45	28	@32
Kipskins	@30	28	@30		@24

All country hides and skins quoted on flat trimmed basis.

SHEEPSKINS, ETC.

Pkr. shearings...	@2.90	@2.90	2.15@2.25
Dry pelts	27 @28	37 @28	24 @25
Horsehides	9.75@10.50	9.75@10.50	7.25@8.50

FRIDAY'S CLOSINGS

Provisions

With the live hog top of \$27.00 Friday at Chicago off \$1.00 from a week earlier and the average at \$25.65 off 80c, provision prices were weak to 3c down. Friday prices: Under 12 pork loins, 44@45; Boston butts, 41@42; 10/14 green skinned hams, 50@51; 16/D pork shoulders, 36½@37; under 3 spareribs, 38@39; 8/12 fat backs, 21; regular pork trimmings, 29½@30½; 18/20 DS bellies, 37½; 4/6 green picnics, 35; 8/up green picnics, 32½.

Cottonseed Oil

Cottonseed oil futures prices closed Friday at New York: Mar., 28.70; May, 26.55; July, 25.72b, 25.80ax; Sept., 24.81b, 24.85ax; Oct., 23.25b, 24.00ax; Dec., 20.71b; Jan. ('49) 20.50n. Sales were 128 lots.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended January 24, 1948, were 8,162,000 lbs.; previous week 5,640,000 lbs.; same week 1947, 8,473,000 lbs.

Shipments of hides from Chicago for the week ended January 24, 1948, were 4,815,000 lbs.; previous week 4,577,000 lbs., same week last year 4,490,000 lbs.

Packer kipskins last sold at 50c for northern natives, following earlier trading at 47½c; northern over-weights are strictly nominal at 45c, with all brands at 2½c discount. Southern kipskins are talked in a nominal way 2½@5c under northern, with trading awaited to define prices.

Some southeast small plant light calf-skins, figured equal to small packers, sold at 65c this week. Another packer sold 19,000 Jan. native kips from four small southeast plants at 40c, selected, f.o.b. shipping points, or 2½c down from similar trading previous week; later, 6,500 Dec.-Jan. over-weights from the same plants moved at 35c, with brands at 2½c discount. While this is not viewed as establishing the market on southern kips, it indicates an easier tone.

Packers last sold Jan. production of regular slunks at \$3.50; hairless slunks last sold at \$1.20.

SHEEPSKINS.—A steady demand for mouton material keeps packer shearings steady to firm on light offerings. One mixed car sold this week, Fall clips at \$3.90 and No. 1 shearings at \$2.90, steady prices, and some small lots reported same basis. No. 2's last sold at \$1.50; No. 3's are quoted \$1.10@1.20 last paid, according to sellers, with bids of \$1.00 reported to be bringing no results. Pickled skins are about steady at \$14.00@15.00 per doz, for usual run of packer production, and very good stock quoted up to \$16.00@17.00; current production running well to cockle and decreased value of slats off-sets increased wool yield on pelts. There are rumors that one or two western pullers are closing down permanently, due to lack of material. Wool pelts are quoted around \$4.50@4.55 per cwt. liveweight basis, for interior packer stock running mostly westerns; some trading against bids is scheduled to be done in the coming week.

N. Y. HIDE FUTURES

MONDAY, JANUARY 26, 1948

	Open	High	Low	Close
Mar.	20.95b	31.00	29.65	29.85
June	28.85b	28.85	27.40	27.70
Sept.	27.45b	27.00	25.90	25.90
Dec.	26.10b	25.30	25.30	24.80b

Closing 1.25 to 1.50 lower; Sales 62 lots.

TUESDAY, JANUARY 27, 1948

Mar.	20.75-80	30.25	29.75	30.15
June	27.70	28.30	27.70	28.05b
Sept.	26.00b	26.40	26.40	26.35b
Dec.	24.80b	25.40	25.40	25.40

Closing 30 to 60 higher; Sales 39 lots.

WEDNESDAY, JANUARY 28, 1948

Mar.	30.18	30.25	30.00	30.15b
June	28.00b	28.35	28.05	28.25b
Sept.	26.20b	26.70	26.45	26.60b
Dec.	25.20b			25.40b

Closing unchanged to 25 higher; Sales 29 lots.

THURSDAY, JANUARY 29, 1948

Mar.	30.00b	30.31	30.00	30.30
June	28.00b	28.60	28.25	28.50b
Sept.	26.75	26.75	26.73	26.90b
Dec.	25.40b	25.70	25.70	25.85b

Closing 15 to 45 higher; Sales 37 lots.

FRIDAY, JANUARY 30, 1948

Mar.	30.15b	30.30	30.10	30.15
June	28.50	28.55	28.45	28.50
Sept.	26.85b	27.07	27.01	27.15b
Dec.	25.85b			26.15b

Closing 15 lower to 30 higher; Sales 81 lots.

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LIVESTOCK MARKETS *Weekly Review*

DENVER STOCK SHOW SALES

The grand champion load of fat steers at the National Western Stock Show in Denver this month brought \$50 per cwt. on the bid of the Midwest Packing Co. They were Herefords shown by Karl and Jack Hoffman, of Ida Grove, Ia., and averaged 947 lbs. The grand champion steer, a 900-lb. Hereford exhibited by Don Harkness, of Golden, Colo., brought \$2.30 per lb. from the Lindner Packing & Provision Co. of Denver.

The grand champion carlot of fat hogs, shown by Robert Skinner, of Herman, Nebr., brought their owner \$31.50 per hundredweight on sale to the Lindner company, and Roy Johnson's champion carlot of fat lambs from Greeley, Colo., which averaged 113 lbs., went to Armour and Company at \$28 per cwt.

ANGUS SHOW DRAWS ENTRIES FROM 13 STATES AND CANADA

Aberdeen-Angus cattle from 13 states and Canada are entered in the Sixth National Aberdeen-Angus Show & Sale to be held in Chicago, February 18-20, according to Frank Richards, secretary of the American Aberdeen-Angus Breeders' Association, who states that 58 herds will be represented.

The judges at the National will be Dean H. H. Kildee of Iowa State college, Ames, and A. H. Spitzer of Pleasant Plains, Ill. The judges will place six classes of bulls and 12 classes of females.

Winning exhibitors will be awarded silver trophies. All entries will be sold at auction, following the show.

SALABLE LIVESTOCK AT 12 MARKETS

U. S. Department of Agriculture report of December receipts of salable livestock at the seven leading markets with totals including five other markets:

	CATTLE	
	Dec. 1947	Dec. 1946
Chicago	169,144	188,897
Kansas City	120,511	148,536
Omaha	138,253	165,944
E. St. Louis	86,711	91,779
St. Joseph	58,776	62,458
Sioux City	112,153	128,617
So. St. Paul	99,076	98,426
*Totals	995,752	1,108,424

*Includes seven markets named, plus Cincinnati, Denver, Fort Worth, Indianapolis and Oklahoma City.

	CALVES	
	Dec. 1947	Dec. 1946
Chicago	16,678	15,871
Kansas City	12,973	16,914
Omaha	7,180	8,228
E. St. Louis	26,540	28,051
St. Joseph	8,749	6,447
Sioux City	4,887	10,313
So. St. Paul	62,423	51,812
*Totals	206,492	219,976

*Includes seven markets named, plus Cincinnati, Denver, Fort Worth, Indianapolis and Oklahoma City.

	HOGS	
	Dec. 1947	Dec. 1946
Chicago	261,844	210,494
Kansas City	51,419	40,949
Omaha	177,828	114,530
E. St. Louis	246,754	158,358
St. Joseph	103,317	37,908
Sioux City	217,763	171,896
So. St. Paul	294,166	213,156
*Totals	1,645,301	1,277,918

*Includes seven markets named, plus Cincinnati, Denver, Fort Worth, Indianapolis and Oklahoma City.

	SHEEP AND LAMBS	
	Dec. 1947	Dec. 1946
Chicago	94,457	91,633
Kansas City	61,428	74,063
Omaha	65,789	72,337
St. Joseph	41,654	35,346
Denver	69,302	38,394
Oklahoma City	5,012	6,550
So. St. Paul	88,214	111,825
*Totals	626,877	637,987

*Includes seven markets named, plus Cincinnati, Fort Worth, Indianapolis, E. St. Louis and Sioux City.

LIVESTOCK CAR LOADINGS

A total of 12,661 cars were loaded with livestock during the week ended January 17, according to the Association of American Railroads. This was a decrease of 5,410 cars from the same week a year ago but an increase of 1,626 cars over the same week of 1946.

1947 SLAUGHTER OF LIVESTOCK

Slaughter of livestock through 1947 at 32 market centers and at other stations¹ operating under federal inspection is reported by the USDA as follows:

Region and city	Cattle	Calves	Hogs	Sheep & Lambs
NORTH ATLANTIC				
New York, Newark, Jersey City	437,199	547,562	1,685,212	2,166,627
Baltimore, Philadelphia	293,658	88,814	1,068,311	93,195
NORTH CENTRAL				
Cincinnati, Cleveland, Indianapolis	739,803	256,022	2,781,452	366,252
Chicago, Elburn	1,428,297	614,508	4,050,260	1,179,486
St. Paul-Wis. Group ²	1,356,706	1,474,086	4,050,460	757,091
St. Louis Area ³	872,412	647,785	3,321,835	755,634
Sioux City	556,627	20,145	1,523,551	555,388
Omaha	1,159,906	80,672	2,375,669	1,160,470
Kansas City	1,031,013	388,960	2,125,923	1,194,571
Iowa & So. Minn. ⁴	933,406	286,206	8,339,243	1,821,550
SOUTHEAST				
	362,585	231,493	989,784	1,640
S. CENTRAL WEST				
	1,414,138	604,787	2,724,244	2,073,427
ROCKY MOUNTAIN				
	409,106	49,276	600,173	618,710
PACIFIC				
	944,916	242,304	1,310,635	1,684,233
Total 32 centers	11,961,826	5,592,820	37,636,750	14,408,874
All other stations	3,562,133	2,340,817	11,478,761	2,257,633
Grand total	15,523,959	7,933,637	49,115,511	16,666,507
Total 1946	11,413,325	5,842,217	44,393,920	19,885,283
5-yr. av. (1942-46)	12,797,316	6,317,794	54,339,804	21,596,073

¹Excludes slaughter in Hawaii and Virgin Islands beginning January, 1947. ²Includes St. Paul, E. St. Paul, Newport, Minn., and Madison, Milwaukee, Green Bay, Wis. ³Includes St. Louis National Stock Yards, E. St. Louis, Ill., and St. Louis, Mo. ⁴Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, Iowa and Albert Lea, Austin, Minn. ⁵Includes Birmingham, Dothan, Montgomery, Ala., Tallahassee, Fla., and Albany, Atlanta, Columbus, Moultrie, Thomasville, Tifton, Ga. ⁶Includes S. St. Joseph, Mo., Wichita, Kans., Oklahoma City, Okla., and Fort Worth, Tex. ⁷Includes Denver, Colo., and Ogden, Salt Lake City, Utah. ⁸Includes Los Angeles, Vernon, San Francisco, San Jose, Sacramento, Vallejo, Calif.



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LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Wednesday, January 28, 1948, reported by the Production & Marketing Administration:

HOOGS: (Quotations based on hard hogs) St. L. Natl. Stk. Yds. Chicago Kansas City Omaha St. Paul

BARRROWS AND GILTS:

Good and Choice:					
120-140 lbs.	\$20.50-25.00	\$22.50-25.00	\$25.00-26.25	\$23.50-25.00	\$24.25-25.25
140-160 lbs.	24.50-26.75	24.75-26.75	25.00-26.25	25.00-26.50	25.25-26.00
160-180 lbs.	26.25-27.75	26.50-27.25	26.00-27.00	26.25-26.50	26.50-26.60
180-200 lbs.	27.50-27.85	27.25-27.50	26.75-27.25	26.25-26.50	26.50-26.60
200-220 lbs.	27.50-27.75	27.00-27.25	27.00-27.25	26.25-26.50	26.50-26.60
220-240 lbs.	27.25-27.75	26.25-27.25	26.75-27.25	26.00-26.50	26.00-26.60
240-260 lbs.	27.00-27.50	25.50-26.25	26.00-26.85	25.75-26.00	25.50-26.00
260-280 lbs.	26.00-27.25	25.25-25.75	25.75-26.25	25.50-26.00	25.25-25.50
280-300 lbs.	25.50-26.50	25.00-25.50	25.50-26.00	25.25-25.75	25.00-25.25

Medium:					
160-220 lbs.	23.50-27.25	23.50-26.50	25.50-26.75	23.50-26.25	24.00-25.50

SOVS:

Good and Choice:					
270-300 lbs.	25.00-25.25	24.75-25.00	23.75-24.00	23.50-23.75	23.75 only
300-330 lbs.	25.00-25.25	24.50-24.75	23.75-24.00	23.50-23.75	23.75 only
330-360 lbs.	24.75-25.25	24.50-24.75	23.75-24.00	23.50-23.75	23.75 only
360-400 lbs.	24.50-25.00	24.50-24.75	23.50-23.75	23.50-23.75	23.75 only

Good:					
400-450 lbs.	24.25-25.00	23.50-24.00	23.50-23.75	23.50-23.75	23.75 only
450-500 lbs.	23.75-24.75	23.00-23.50	23.50-23.75	23.50-23.75	23.75 only

Medium:					
250-350 lbs.	21.75-24.75	21.25-22.75	23.25-23.75	22.50-23.50	22.75-23.00

PIGS (Slaughter):

Medium and Good:					
90-120 lbs.	14.00-21.00	18.50-21.50			

SLAUGHTER CATTLE, VEALERS AND CALVES:

STEERS, Choice:					
700-900 lbs.	30.50-33.00	32.00-38.00	29.25-36.00	30.00-35.50	30.00-34.50
900-1100 lbs.	31.50-34.00	33.00-40.00	31.25-37.50	31.25-38.50	30.00-35.00
1100-1300 lbs.	32.00-35.00	34.00-40.00	32.00-38.00	32.00-38.50	30.00-35.00
1300-1500 lbs.	32.00-36.00	34.00-40.00	32.00-38.00	31.50-38.50	30.00-35.00

STEERS, Good:					
700-900 lbs.	26.00-30.50	27.50-33.00	26.00-31.25	26.00-31.00	27.00-30.00
900-1100 lbs.	26.50-31.50	28.00-33.50	27.25-32.00	26.75-32.00	27.00-30.00
1100-1300 lbs.	27.00-32.00	28.00-34.50	27.25-32.00	26.75-32.00	27.00-30.00
1300-1500 lbs.	27.00-32.00	28.00-34.50	27.25-32.00	27.00-31.50	27.00-30.00

STEERS, Medium:					
700-1100 lbs.	21.00-26.00	22.50-28.00	22.00-27.25	21.50-26.75	20.00-27.00
1100-1300 lbs.	22.00-27.00	23.50-28.00	23.25-27.25	23.00-27.00	20.00-27.00

STEERS, Common:					
700-1100 lbs.	19.00-22.00	19.50-23.50	19.00-23.25	17.50-22.00	18.00-20.00

HEIFERS, Choice:					
600-800 lbs.	29.50-32.00	30.00-33.50	28.25-33.00	28.00-32.00	29.00-32.50
800-1000 lbs.	30.00-32.50	31.00-34.50	29.50-33.50	28.50-33.50	29.00-33.00

HEIFERS, Good:					
600-800 lbs.	25.00-29.50	26.00-30.00	26.00-29.00	25.00-28.50	26.00-29.00
800-1000 lbs.	25.50-30.00	26.50-31.00	26.25-29.25	26.00-28.50	26.00-29.00

HEIFERS, Medium:					
500-900 lbs.	19.50-25.50	21.50-26.00	20.00-26.00	19.00-25.00	19.50-26.00

HEIFERS, Common:					
500-900 lbs.	16.50-19.50	18.50-21.50	17.00-20.00	17.00-19.00	17.00-19.50

COWS (All Weights):					
Good	20.50-24.00	22.00-25.00	20.25-23.50	20.00-23.00	20.00-22.50
Medium	18.50-20.50	18.00-22.50	18.25-20.25	18.00-20.00	18.00-20.00
Cut. & com.	16.00-18.50	15.75-18.50	15.25-18.25	16.00-18.00	15.50-18.50
Canners	14.00-16.00	14.00-15.75	13.50-15.25	15.00-16.00	14.50-15.50

BULLS (Yrs. Excl.), All Weights:					
Beef, good	22.00-22.50	22.00-24.00	21.00-22.50	21.00-21.50	21.50-23.00
Sausage, good	21.00-22.00	22.00-23.00	20.50-21.00	20.50-21.00	21.00-23.00
Sausage, medium	19.50-21.00	20.50-22.00	18.00-20.50	18.00-20.50	19.50-21.50
Sausage, cut. & com.	16.00-19.50	16.00-21.00	15.00-18.00	15.50-18.00	16.00-19.50

VEALERS (All Weights):					
Good & choice	25.00-33.00	28.00-32.00	24.00-30.00	22.00-26.50	25.00-35.00
Com. & med.	15.00-25.00	19.00-28.00	15.00-24.00	15.00-22.00	15.00-25.00
Call, 75 lbs. up.	9.50-15.00	10.00-19.00	11.00-15.00	12.00-15.00	11.00-15.00

CALVES (500 lbs. down):					
Good & choice	23.00-27.00	21.00-24.50	23.00-27.00		20.00-25.00
Com. & med.	15.00-23.00	17.00-21.00	15.00-23.00		17.00-20.00
Call	10.00-15.00	14.00-17.00	10.00-15.00		13.00-17.00

SLAUGHTER LAMBS AND SHEEP:

LAMBS (Wooled):					
Good & choice	25.50-26.25	24.25-25.25	24.50-24.75	24.25-24.75	25.25-25.75
Med. & good	22.50-25.00	21.00-24.00	22.00-24.25	21.50-24.00	21.00-25.00
Common	18.00-21.50	18.00-20.00	19.00-21.75	16.50-20.50	17.50-20.75

YRLG. WETHERS:					
Good & choice	20.50-21.50	20.00-20.50			
Med. & good	18.00-20.00	17.50-19.75			

EWES:					
Good & choice	11.00-12.50	13.00-14.00	12.00-12.75	12.25-13.00	12.50-13.75
Com. & med.	9.00-10.00	11.00-13.00	10.00-11.75	10.00-12.25	9.50-12.25

*Quotations on woolled stock based on animals of current seasonal market weight and wool growth, those on shorn stock on animals with No. 1 and 2 pelts.
 *Quotations on woolled basis.
 *Quotations on slaughter lambs and yearlings of Good and Choice grades and the Medium and Good grades and on ewes of Good and Choice grades as compared represent lots averaging within the top half of the Good and the top half of the Medium grades, respectively.

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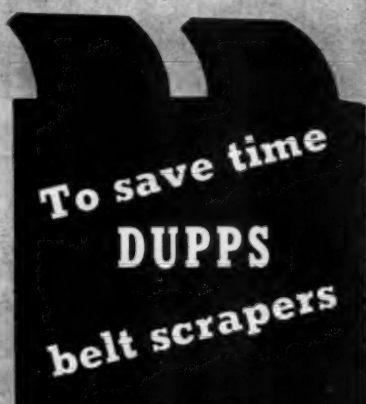
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SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER showing the number of livestock slaughtered at 13 centers for the week ended January 24, 1948.

CATTLE

	Week ended Jan. 24	Prev. week	Cor. week, 1947
Chicago	22,520	27,456	23,405
Kansas City	18,795	22,759	120,416
Omaha	21,910	28,172	22,351
East St. Louis	9,112	10,413	13,398
St. Joseph	10,041	10,603	...
Sioux City	11,655	11,060	11,694
Wichita	2,470	3,292	3,886
New York & Jersey City	7,545	8,165	8,470
Okla. City	5,402	8,057	8,768
Cincinnati	6,789	7,163	6,183
Denver	6,605	9,758	7,737
St. Paul	17,622	16,199	13,332
Milwaukee	4,115	3,889	3,325
Total	144,590	166,986	142,065

HOGS

Chicago	44,510	62,965	36,725
Kansas City	9,004	15,481	157,017
Omaha	40,573	76,758	103,102
East St. Louis	26,656	40,376	78,079
St. Joseph	16,528	41,067	...
Sioux City	29,157	53,165	154,345
Wichita	2,566	4,377	2,779
New York & Jersey City	31,927	35,637	34,168
Okla. City	13,217	19,067	13,541
Cincinnati	15,171	20,087	14,095
Denver	16,415	23,678	17,639
St. Paul	34,499	42,574	36,678
Milwaukee	4,280	5,639	4,490
Total	284,508	441,371	412,658

SHEEP

Chicago	11,960	14,226	8,215
Kansas City	17,702	15,952	128,459
Omaha	14,746	13,080	124,765
East St. Louis	6,629	6,436	6,593
St. Joseph	18,163	17,367	...
Sioux City	9,871	12,486	19,400
Wichita	2,370	2,464	4,770
New York & Jersey City	38,599	38,680	44,085
Okla. City	2,236	2,045	4,759
Cincinnati	862	1,073	322
Denver	19,306	13,869	9,403
St. Paul	6,300	6,633	9,490
Milwaukee	1,068	726	660
Total	149,812	145,037	151,530

*Cattle and calves.

†Federally inspected slaughter, including direct.

‡Stockyards sales for local slaughter.

§Stockyards receipts for local slaughter, including direct.

BALTIMORE LIVESTOCK

Livestock prices at the Baltimore, Md., market on January 27, 1948:

CATTLE:

Steers, med.	\$20.00@24.50
Cows, good	20.00@24.00
Cows, com. & med.	17.00@19.50
Cows, cut. & can.	13.50@16.00
Bulls, sausage, good.	24.00@25.00
Bulls, sausage, med. & com.	18.00@23.00

CALVES:

Vealers, gd. to ch.	\$25.00@31.00
Com. to med.	14.00@24.00
Cull to com.	6.00@13.00

HOGS:

Gd. & ch.	\$28.25@28.75
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LAMBS:

Gd. & ch.	\$25.00@26.00
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NEW YORK RECEIPTS

Receipts of salable live stock at Jersey City and 41st st., New York market for week ended January 24, 1948:

Cattle	Calves	Hogs	Sheep
Salable	572	2,034	301
Total (incl. direct)	4,371	6,400	17,591

Previous week:

Salable	678	2,808	185
Total (incl. direct)	4,568	8,252	20,382

*Including hogs at 31st street.

CORN BELT DIRECT TRADING

(Reported by Office of Production & Marketing Administration.)

Des Moines, Ia., January 29. — At the ten concentration yards and 11 packing plants in Iowa and Minnesota through the first four days this week barrows and gilts under 240 lbs. sold largely 25c to 50c lower. Heavier weights were 75c to \$1.00 off; sows 50c to \$1.00 lower. Thursday's market was unevenly steady to 25c lower than Wednesday's averages. Quotations Thursday ranged as follows:

Hogs, good to choice:

160-180 lb.	\$22.00@26.25
180-240 lb.	25.25@27.00
240-330 lb.	24.25@28.50
300-360 lb.	23.75@25.50

Sows:

270-330 lb.	\$23.00@24.25
400-550 lb.	21.50@23.50

Receipts of hogs at Corn Belt markets for the week ended January 29 were:

	This week	Same day last wk.
Jan. 28	35,000	35,000
Jan. 24	50,000	32,000
Jan. 25	45,000	60,500
Jan. 27	45,000	49,000
Jan. 28	40,000	30,000
Jan. 29	42,200	30,000

LIVESTOCK RECEIPTS

Receipts at major livestock markets were as follows:

AT 20 MARKETS.

WEEK ENDED:	Cattle	Hogs	Sheep
Jan. 24	244,000	433,000	184,000
Jan. 17	289,000	631,000	208,000
1947	274,000	485,000	222,000
1946	161,000	302,000	91,000
1945	257,000	412,000	328,000

AT 11 MARKETS

	Hogs
Jan. 24	348,000
Jan. 17	521,000
1947	393,000
1946	248,000
1945	341,000

AT 7 MARKETS.

WEEK ENDED:	Cattle	Hogs	Sheep
Jan. 24	162,000	312,000	125,000
Jan. 17	193,000	466,000	117,000
1947	192,000	345,000	169,000
1946	110,000	212,000	52,000
1945	188,000	294,000	256,000

CANADIAN KILL

Inspected slaughter in Canada for week ended January 17 as reported by the Dominion Department of Agriculture:

CATTLE	Week Ended Jan. 17	Same Week Last Year
Western Canada	20,587	16,454
Eastern Canada	15,448	10,507
Total	36,035	26,961

HOGS

Western Canada	73,800	30,218
Eastern Canada	69,233	43,453
Total	143,033	82,651

SHEEP

Western Canada	6,611	8,201
Eastern Canada	8,807	8,413
Total	15,418	16,614

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, January 24, 1948, as reported to THE NATIONAL PROVISIONER:

CHICAGO

Hogs, 1,543; Swift, 2,745; Armour, 5,715; Agor, 8,704; Shipper, 6,025; Others, 25,613 hogs.
Totals: 22,520 cattle; 3,514 calves; 30,345 hogs; 11,960 sheep.

KANSAS CITY

	Cattle	Calves	Hogs	Sheep
Armour	3,981	448	405	3,336
Cudahy	2,355	503	1,202	1,959
Swift	2,844	509	3,036	3,639
Wilson	2,570	486	1,206	3,861
Central	644	...	...	...
C.S.P.	905	...	...	...
Others	3,790	...	3,155	4,908
Totals	16,768	1,997	9,004	17,702

OMAHA

	Cattle & Calves	Hogs	Sheep
Armour	7,309	7,752	3,045
Cudahy	4,736	6,834	4,572
Swift	5,191	7,575	2,822
Wilson	3,622	5,219	...
Others	...	9,394	...

Cattle and calves: Eagle, 39; Great-er Omaha, 109; Hoffman, 91; Rotha-cher, 390; Roth, 284; Kingan, 1,130; Merchants, 66; Livestock, 422.
Totals: 23,370 cattle and calves, 36,774 hogs and 10,439 sheep.

E. ST. LOUIS

	Cattle	Calves	Hogs	Sheep
Armour	3,472	1,022	6,490	3,653
Swift	4,064	1,432	9,082	2,828
Hunter	1,576	...	4,756	146
Hell	...	...	1,972	...
Krey	...	...	2,177	...
Laclede	...	...	1,409	...
Sieffert	...	...	770	...
Others	3,371	390	8,258	1,442
Totals	16,035	4,008	49,290	8,289

ST. JOSEPH

	Cattle	Calves	Hogs	Sheep
Swift	3,688	400	8,495	9,467
Armour	3,211	390	4,565	2,548
Others	3,458	518	4,141	1,720
Totals	10,357	1,398	17,201	13,735

Does not include 171 cattle, 3,188 hogs and 6,148 sheep bought direct.

SIoux CITY

	Cattle	Calves	Hogs	Sheep
Cudahy	4,259	30	15,510	3,422
Armour	4,190	20	6,790	4,164
Swift	3,287	72	9,820	2,286
Others	533	...	...	...
Shippers	14,949	133	14,909	4,095
Totals	26,928	255	46,829	14,567

WICHITA

	Cattle	Calves	Hogs	Sheep
Cudahy	...	072	434	1,889
Guggen-
Belm	...	330	...	...
Dand
Ostergat	...	81	...	40
Dold	...	94	...	578
Sunflower	...	13	...	50
Pioneer
Excel	...	555	...	...
Others	...	1,605	...	372
Totals	3,650	434	2,938	2,480

OKLAHOMA CITY

	Cattle	Calves	Hogs	Sheep
Armour	1,890	535	559	889
Wilson	1,554	550	1,905	487
Others	154	1	474	...
Totals	3,598	1,086	2,818	1,356

Does not include 325 cattle, 393 calves, 10,399 hogs and 880 sheep bought direct.

ST. PAUL

	Cattle	Calves	Hogs	Sheep
Armour	5,269	3,360	7,917	2,947
Bartusch	527	...	...	...
Cudahy	1,232	1,748	...	1,037
Dakota	2,379	...	...	...
Riffin	680	...	...	...
Superior	1,097	...	...	...
Swift	5,706	4,991	26,582	2,916
United	132	...	...	...
Others	1,347	1,757	5,491	5,186
Totals	18,969	11,865	39,990	11,486

CINCINNATI

	Cattle	Calves	Hogs	Sheep
Gall's	...	...	...	455
Kahn's	...	...	...	...
Lohrey	...	...	...	490
Meyer	...	...	...	...
Schlaechter	157	82	...	42
Schroth	197	11	2,146	...
National	351	...	...	...
Others	3,228	759	5,223	113
Totals	3,933	852	7,859	610

Does not include 525 cattle and 5,442 hogs bought direct. Market shipments were 57 cattle, 143 calves, 1,963 hogs and 230 sheep.

DENVER

	Cattle	Calves	Hogs	Sheep
Armour	1,337	70	2,432	5,302
Swift	1,173	93	5,093	2,316
Cudahy	601	11	2,830	2,427
Others	2,878	89	1,748	4,004
Totals	5,989	263	12,703	14,249

FORT WORTH

	Cattle	Calves	Hogs	Sheep
Armour	1,067	1,296	870	4,981
Swift	1,318	896	2,169	4,572
Blue	...	...	...	...
Bonnet	336	16	170	...
City	481	30	318	...
Rosenthal	297	97	...	...
Totals	3,409	2,405	3,536	9,503

TOTAL PACKER PURCHASES

	Week ended Jan. 24	Prev. week	Cor. week
Cattle	155,585	179,036	133,625
Hogs	279,287	306,806	221,029
Sheep	143,011	126,312	105,823

CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

RECEIPTS

	Cattle	Calves	Hogs	Sheep
Jan. 22	3,903	649	9,132	1,896
Jan. 23	1,590	273	6,393	709
Jan. 24	109	16	4,441	585
Jan. 25	11,031	1,149	21,262	3,242
Jan. 26	6,428	896	11,504	974
Jan. 28	8,200	1,000	18,000	6,000
Jan. 29	5,200	600	14,000	3,000

*Wk. so far... 30,859 3,615 64,766 18,317
Wk. ago... 32,570 3,654 58,727 18,873
1947... 30,951 3,977 51,545 20,929
1946... 31,290 2,905 87,617 30,564

*Including 436 cattle, 367 calves, 1,698 hogs and 2,408 sheep direct to packers.

SHIPMENTS

	Cattle	Calves	Hogs	Sheep
Jan. 22	1,475	16	784	1,184
Jan. 23	797	54	1,322	421
Jan. 24	129	...	105	222
Jan. 26	2,624	175	2,461	1,626
Jan. 27	2,878	176	547	1,184
Jan. 28	3,000	59	1,590	2,000
Jan. 29	2,000	50	1,000	1,000

so far... 10,502 451 5,508 5,760
Wk. ago... 9,812 121 4,703 6,134
1947... 10,269 459 3,621 8,026
1946... 16,649 1,195 12,560 6,560

JANUARY RECEIPTS

	1948	1947
Cattle	154,831	188,888
Calves	18,739	20,557
Hogs	372,382	379,876
Sheep	86,938	104,285

JANUARY SHIPMENTS

	1948	1947
Cattle	50,633	73,715
Hogs	31,003	44,252
Sheep	29,990	40,454

CHICAGO HOG PURCHASES


Supplies of hogs purchased by Chicago packers and shippers week ended Thursday, January 29, 1948:

	Week ended Jan. 29	Prev. week
Packers' purch.	48,942	51,264
Shippers' purch.	7,548	6,077
Total	56,490	57,341

PACIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets for the week ending January 22:

	Cattle	Calves	Hogs	Sheep
Los Angeles	6,400	1,650	1,900	350
San Francisco	1,400	85	300	1,075
Portland	2,025	1,225	685	...



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WEEKLY INSPECTED SLAUGHTER

Inspected slaughter of livestock at 32 centers for the week ended January 24, as reported by the USDA, showed a decline for hogs, cattle, calves and sheep.

	Cattle	Calves	Hogs	Sheep & Lambs
NORTH ATLANTIC				
New York, Newark, Jersey City....	7,545	9,677	31,927	38,599
Baltimore, Philadelphia	5,889	1,247	22,398	1,714
NORTH CENTRAL				
Cincinnati, Cleveland, Indianapolis...	15,022	4,002	47,940	7,947
Chicago, Elburn	26,837	10,692	90,746	22,008
St. Paul-Wis. Group ¹	24,775	30,111	98,391	10,087
St. Louis Area ²	16,335	5,836	76,724	10,863
Sioux City	11,253	185	40,465	12,715
Omaha	22,141	1,238	55,005	20,862
Kansas City	18,416	3,869	43,631	16,953
Iowa and So. Minn. ³	18,503	6,391	183,763	34,451
SOUTHEAST⁴	7,562	4,348	30,425	...
SOUTH CENTRAL WEST⁵	23,229	6,613	60,334	28,160
ROCKY MOUNTAIN⁶	7,833	335	15,931	17,181
PACIFIC⁷	19,447	6,174	31,810	32,513
Grand total	225,101	90,628	829,510	254,123
Total week earlier	254,737	102,656	1,086,205	272,802
Total same week 1947	234,630	97,829	906,768	300,382

¹Includes St. Paul, So. St. Paul, Newport, Minn., and Madison, Milwaukee, Green Bay, Wis. ²Includes St. Louis National Stockyards, E. St. Louis, Ill. and St. Louis, Mo. ³Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, Iowa, and Albert Lea, Austin, Minn. ⁴Includes Birmingham, Dothan, Montgomery, Ala., Tallahassee, Fla., and Albany, Atlanta, Columbus, Moultrie, Thomasville, Tifton, Ga. ⁵Includes S. St. Joseph, Mo., Wichita, Kans., Oklahoma City, Okla., Ft. Worth, Texas. ⁶Includes Denver, Colo., Ogden and Salt Lake City, Utah. ⁷Includes Los Angeles, Vernon, San Francisco, San Jose, Sacramento, Vallejo, Calif.

NOTE: Packing plants included in above tabulations slaughtered approximately the following percentages of total slaughter under Federal Meat Inspection during December, 1947—cattle 76.8, calves 72.1, hogs 78.3, sheep and lambs 84.9.

SOUTHEASTERN RECEIPTS

Receipts of livestock as reported by the Production and Marketing Administration at eight southern packing plants located in Georgia, Alabama and Florida:

	Cattle	Calves	Hogs
Week ended Jan. 23	3,024	1,530	20,539
Week previous	4,298	2,330	21,330
Cor. week last year	2,614	964	20,568

MEAT SUPPLIES AT NEW YORK

(Receipts reported by the U. S. D. A., Production & Marketing Administration)

WESTERN DRESSED MEATS		BEEF CURED:	
STEER AND HEIFER:	Carcasses	Week ending Jan. 24, 1948.	30,432
Week ending Jan. 24, 1948.	16,097	Week previous	17,154
Week previous	13,080	Same week year ago	12,944
Same week year ago	12,987		
COW:		PORK CURED AND SMOKED:	
Week ending Jan. 24, 1948.	2,435	Week ending Jan. 24, 1948.	1,194,570
Week previous	3,724	Week previous	1,608,985
Same week year ago	4,771	Same week year ago	1,140,407
BULL:		LARD AND PORK FATS:	
Week ending Jan. 24, 1948.	355	Week ending Jan. 24, 1948.	71,162
Week previous	710	Week previous	103,695
Same week year ago	383	Same week year ago	270,586
VEAL:		LOCAL SLAUGHTER	
Week ending Jan. 24, 1948.	14,144	STEERS:	Head
Week previous	14,061	Week ending Jan. 24, 1948.	4,803
Same week year ago	19,219	Week previous	5,136
LAMB:		Same week year ago	4,686
Week ending Jan. 24, 1948.	61,844	COWS:	
Week previous	46,486	Week ending Jan. 24, 1948.	1,864
Same week year ago	61,715	Week previous	2,966
MUTTON:		Same week year ago	996
Week ending Jan. 24, 1948.	2,461	BULLS:	
Week previous	1,668	Week ending Jan. 24, 1948.	728
Same week year ago	6,228	Week previous	800
HOG AND PIG:		Same week year ago	719
Week ending Jan. 24, 1948.	4,410	CALVES:	
Week previous	6,405	Week ending Jan. 24, 1948.	9,677
Same week year ago	1,765	Week previous	11,556
PORK CUTS:		Same week year ago	10,832
Week ending Jan. 24, 1948.	2,373,520	HOGS:	
Week previous	3,252,651	Week ending Jan. 24, 1948.	31,927
Same week year ago	3,777,556	Week previous	35,627
BEEF CUTS:		Same week year ago	34,168
Week ending Jan. 24, 1948.	125,572	SHEEP:	
Week previous	189,786	Week ending Jan. 24, 1948.	38,599
Same week year ago	137,125	Week previous	38,680
VEAL AND CALF:		Same week year ago	44,685
Week ending Jan. 24, 1948.	5,288	Country dressed product at New York totaled 6,226 veal, 37 hogs and 144 lambs in addition to that shown above. Previous week 5,207 veal, 37 hogs and 76 lambs. Same week 1947: 4,485 veal, 10 hogs and 107 lambs.	
Week previous	2,884	¹ Incomplete.	
Same week year ago .....	...	
LAMB AND MUTTON:			
Week ending Jan. 24, 1948.	7,894		
Week previous	1,874		
Same week year ago	1,500		

CLASSIFIED ADVERTISING • For Additional Ads See Opposite Page 57

POSITION WANTED

General Manager

Experienced packinghouse executive desires position. Can assume full charge—plant operations, industrial relations, financial matters. Well-rounded practical experience plus college educational background, with successful record. Excellent references. W-429, THE NATIONAL PROVISIONER, 740 Lexington Ave., New York 22, N. Y.

Available March 15th—an expert in the sausage and smoked meats line. 19 years of quality production. Experienced in the problems of both large and small packers. A sober conscientious worker who will improve the quality and increase production in your sausage and smoked meats departments and provide you with a profit margin that will amaze you. Best of references as to character and ability. W-436, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

Available at present on brokerage basis, carlots or less. Beef, veal and pork, boneless meats, sausage material, provisions, canned meats. Have established following in New York and New Jersey. Can furnish best references. Write Box W-434, The National Provisioner, 740 Lexington Ave., New York 22, N. Y.

SAUSAGE EXPERT—foreman, desires position. Experienced in quantity and quality production. Twenty-five years' experience. Sober, reliable, in best of health. W-431, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

SAUSAGE MAKER: Middle age, 20 years' experience as foreman in wholesale provisions, best references. Go anywhere in the east. W-437, THE NATIONAL PROVISIONER, 740 Lexington Ave., New York 22, N. Y.

WANTED: Position as manager or superintendent in medium size plant. Years of experience. Can furnish excellent references as to ability and qualifications. W-438, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

CANNING PRODUCTION man: Can handle entire operation. Wants place where he can buy an interest or work on percentage basis. W-439, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

EXPERT SAUSAGE MAKER: Can make full line of sausage and specialties. Now in Chicago. W-432, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

HELP WANTED

SALESMEN: To call on meat packers, sausage kitchens to sell full line of seasonings, cures, emulsifiers and specialties. Two established territories now open. Those qualified must have experience selling seasonings. Salary, expense, and bonus. W-312, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

SUPERINTENDENT: Wanted for a medium sized packing plant, who is thoroughly qualified and experienced in the following departments: slaughtering, cutting, sausage manufacturing, curing, edible and inedible rendering, casings and mechanical maintenance. Write P. O. Box 630, Wheeling, W. Va.

Wanted: Assistant SALES MANAGER to head beef and veal sales department. Must be an excellent organizer and provide outstanding references. Wire Box W-382, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

EXPERT SAUSAGE MAKER

Ohio medium sized plant needs immediately a qualified sausage maker, experienced in quantity and quality production. We are interested only in an expert. Wire Box W-385, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

We are looking for a young man with experience in all phases of sausage department operations, to act as assistant foreman. Future opportunity to take over foremanship. Must be able to handle help and figure costs. State age, experience, family status, and give references. Packing house located in southern Ohio. Apply Box W-420, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

Government inspected middle west packer with 100,000 pound weekly production, has opening for sausage foreman. Must be thoroughly experienced in the production of quality sausage and meat loaves. State age, qualifications and salary expected. W-422, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

Expert Sausage Maker

Old, established Massachusetts plant needs immediately a qualified sausage maker, including knowledge of loaves. Write giving full particulars to Box W-427, THE NATIONAL PROVISIONER, 740 Lexington Ave., New York 22, N. Y.

SALESMAN wanted. Experienced in selling full line of meat seasonings, cures and binders. Established southern territory. Afral Corp., 1933 S. Halsted St., Chicago 9, Ill.

OFFICE MANAGER and accountant wanted, who understands all meat packing plant operations. Write full details to P. O. Box 630, Wheeling, W. Va.

HELP WANTED

MFGR'S REPRESENTATIVE

A new distribution policy of ALUMI-LUG, the sanitary aluminum delivery container, allows us to negotiate with several additional men to represent us as direct manufacturer's representatives in various meat packing and wholesale distribution centers. If you are the aggressive and resourceful type, well known and with a following among the packers and wholesalers in your home territory, we want to hear from you. Please give full details; replies will be treated in the strictest confidence. J. M. GORDON COMPANY, 756 South Broadway, Los Angeles 14, California.

EASTERN SALESMAN

Nationally known company with well established business in meat and sausage packaging material, wants an experienced salesman to handle their sales in the entire eastern part of the country, with headquarters in New York city. This is a first class business connection and the sales possibilities and remuneration will attract a high calibre man. The job consists of handling present volume of business and further building the territory for future sales possibilities. Successful sales experience to meat packers and sausage manufacturers essential. Reply in confidence giving complete details regarding experience, age, etc. W-440, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

SALESMEN WANTED: We will soon introduce an outstanding new line of seasonings, cures and related products for the meat packing field, and desire to engage services of experienced sausage makers as salesmen. Several territories open, liberal salary, commission and expenses. Our men will be backed by extensive advertising to the trade. Your letter will be held confidential. Mayfield Products Co., P. O. Box 122, Jamaica, L. I., N. Y.

-CLASSIFIED ADVERTISING-

Undisplayed, not solid. Minimum 20 words \$4.00; additional words 20c each. "Position wanted," special rate: minimum 30 words \$3.00, additional words 15c each. Count address. CLASSIFIED ADVERTISING PAYABLE IN ADVANCE. PLEASE REMIT WITH ORDER.

or box numbers at 8 words. Headlines 75c extra. Listing advertisements 75c per line. Displayed, \$8.25 per inch. Contract rates on request.

EQUIPMENT FOR SALE AND WANTED

EQUIPMENT

Beef Ball, 2% x 1/2", 15c per ft.
Hangers, 50c each.
Switches, \$1.50 each.
Silent Cutter, #27 Buffalo, direct drive, less motor \$175.00
Silent Cutter, Boss #5 1/2, direct drive, less motor 200.00
Labeler, Burt, Wrap-around, Non-adjusting. 300.00
Grinder, 166 Buffalo, V-belt drive, less screw, ring, and motor 250.00
Grinder Head, 66 Enterprise, with screw and ring 150.00
We are in the market for used equipment, and buy from single items to entire plants. Send us your inquiries.

Aaron Equipment Co.

Offices and Warehouse

1347 S. Ashland Ave., Chicago 8, Ill.
CHESAPEAKE 5300

For Immediate Delivery from Stock

800# Boss Meat Mixer with 10 HP motor
Silent Cutter Boss #6 Bowl with 20 HP motor
Silent Cutter Buffalo 43A & other sizes
Rotary Cutter with 21-20" Round Blades
Bacon Slicers; Hottmann Mixers; Stuffers; Tanks;
Grinders; Retorts; Hammer Mills; Stainless Kettles. We buy & sell single items & complete plants.

NEWMAN TALLOW & SOAP MACHINERY CO.

1051 W. 35th St., Chicago 9, Ill.

Meat Packers—Attention

FOR SALE: 1-Hottmann #4 Mixer, 800# capacity, requires 40 HP, jacketed trough; 1-Enterprise #100 Meat Grinder, belt driven; 3-Mechanical Dryers, 5'x12'; 1-Cast Iron 2000 gallon jacketed Kettle; 12-Stainless jacketed Kettles, 30, 40, 60, 80 gallons; 30-Aluminum jacketed Kettles, 20, 40, 60, 80, 100 gallon; 2-Allbright-Nell 4x9' Lard Roller; 1-Brecht 1000# Meat Mixer. Send us your inquiries.

WHAT HAVE YOU FOR SALE?

CONSOLIDATED PRODUCTS CO., INC.
14-19 Park Row, New York City, N. Y.

FOR SALE: 1-17" Bauer Hammer Mill 50 H.P., 3000 L.P.M. G.E. motor direct connected, three new screens. Green Bay Soap Co., W. J. Kearns, Green Bay, Wisconsin.

ONE ENTERPRISE CARCASS SPLITTER. Used once. #350. FS-451, THE NATIONAL PROVISIONER, 740 Lexington Ave., New York 22, N. Y.

WANTED RENDERING PLANT: Can use all equipment of medium or small sized rendering plant not now in operation. Machinery and fixtures must be in good condition and ready to move. State best price, description, condition and where situated. W-450, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

WANTED: Used packing house, rendering and sausage equipment, one piece or complete plant. Send complete description and lowest cash price for immediate disposal. W-452, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

Wanted—Used Rendering Equipment
Western packer wants used rendering equipment. Must be in A-1 operating condition. Give description, location and best price. EW-449, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

PLANTS FOR SALE

FOR SALE: Modern slaughter house, new cement block construction only one year old. Located 70 miles northwest of Chicago in the heart of the calf country. Plant is ideal for calf slaughtering. Also has one beef bed and large holding pens. Must be seen to be appreciated. FS-425, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

FOR SALE: Packing plant located in middle west. Fully equipped with all processing equipment for edible and inedible, well established. Must be cash. FS-446, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

FOR SALE: New Jersey locker plant, 10 year lease on building, completely equipped. Write for full particulars. FS-448, THE NATIONAL PROVISIONER, 740 Lexington Ave., New York 22, N. Y.

PLANTS FOR SALE

SLAUGHTER HOUSE

For sale, dissolving partnership. Plant almost new, and thoroughly modern. One beef bed and hog killing equipment. Three new insulated delivery trucks and one pick-up truck. Two coolers, room for about 150 beef, James Armstrong, P. O. Box 294, Vista, California, Phone 2091, Vista, Calif.

FOR SALE: Small well established packing plant in central west, showing excellent profit. Exceptional opportunity. Complete details furnished on receipt of evidence of financial responsibility. FS-426, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

BUSINESS OPPORTUNITIES

DEERSKINS: Wanted in exchange for fine leather gloves. W-453, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

STOCKINETTE SALES

Long established stockinette manufacturer desires representation on west coast and Pacific northwest.

EAGLE BEEF CLOTH CO.

276 Newport St., Brooklyn 12, N. Y.

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28' x 70'

WITH OFFICES ON PLOT 40' x 130' in WHOLESALE MARKET SECTION AT MINEOLA, L. I. IDEAL FOR MEAT OR ALLIED BUSINESSES. PHONE ROSLYN 192.

CATTLESWITCHES WANTED: Please write or call KAISER-REISMANN CORP., 230 Java Street, Brooklyn 22, N. Y. Phone EVERgreen 9-5953.

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CANNED MEATS

WHOLESALE AND WAGON JOBBERS
Direct importers have for immediate delivery the best canned meat item on the market. Argentine corned beef, No. 1 quality, 48/12 oz. and 12/6 lb. Order promptly. No order too large or too small.

MARTIN PACKING COMPANY

127-139 Belmont Ave., Newark 5, N. J.

Livestock Buyers and Sellers

Essential "Pocket Calculator" giving live and dressed carcass costs of cattle, sheep and hogs. Postpaid \$1.

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P.O. Box 6669 Los Angeles 22, Calif.

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Selling Agent • Order Buyer
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SAMI S. SVENDSEN

407 SO. DEARBORN ST., CHICAGO 5, ILL.

WATCH THIS COLUMN FOR WEEKLY SPECIALS

Barliant and Co. list below some of their current machinery and equipment offerings, for sale, available for prompt shipment unless otherwise stated, at prices quoted F.O.B. shipping points, subject to prior sale.

Write for Our Weekly Bulletins.

Rendering Equipment

HOG: NEW, Diamond #35, with 40 HP motor and starter, shock absorber base. \$3850.00
ENTRAIL WASHER: NEW, Globe #303, 30"x16", with motor and starter. 1700.00
TRANSPORTER: (Blow tank) NEW, Yeoman #20, ASME, with Yeoman Air Compressor. 4100.00
COOKERS: (2) NEW, Richlands, 5x12, dry rendering, with 30 HP motors and starters, ea. 6250.00
COOKERS: (3) NEW, Globe 5x12, dry rendering, with 25 HP motors and starters, ea. 7100.00
COOKER: Jordan, never used, dry rendering, 4x7, with 10 HP motor. 2375.00
PERCOLATORS: (3) NEW, Globe #492, size 7, ea. 575.00
ROTARY GREASE PUMP: NEW, 1 1/2", with motor and starter. 175.00
PRESS: NEW, Globe 500-ton, with pump and all fittings. 7175.00
EXPELLER: Anderson RB, heavy duty, sim. to Duo with tempering apparatus and motor. 6085.00
HAMMERMILL: NEW, W.W., with sacking collector, screens, 75 HP motor. 2037.00
CRACKLING GRINDER: Gruendler, 18"x12" with 25 HP motor. 650.00
EXPELLER: Anderson #1 with 15 HP motor. 1700.00
CRACKLING PRESS: Anco, 202-3 continuous screw type, like new. 7150.00

Sausage & Smokehouse

1—GRINDER: Boss, #452, with 10 HP motor & starter, capacity 15,000/hr. perfect condition. \$1500.00
1—SILENT CUTTER: Buffalo, 600#, 60 HP, late type. 3500.00
1—MIXER: Boss, 750# cap. double crank tilt type, with 7 1/2 HP motor, record. & guar. 775.00
1—VACUUM MIXER: Globe, 700#, 7 1/2 HP motor, complete with 5 HP vacuum pump, late model, excel. condition. 1350.00
1—SILENT CUTTER, Buffalo #38, record., with motor. 750.00
1—SILENT CUTTER, Buffalo #27, record., guar., with motor. 500.00
1—GRINDER, 15 HP, latest style Boss frame, with Sanders 2-way cut head, exc. cond. 800.00
115—LOAF MOLDS: Anco L-12, stainless, 3 1/2"x4x12", 6 1/2" cap., ea. 6.50
166—LOAF MOLDS: Anco LR, stainless, 3 1/2"x4x11", 6 1/2" cap., ea. 7.50

Killing Floor & Cutting Equipment

45—HOG TROLLEYS, standard 4" wheel, ea. \$ 0.75
1—HOG DEHAIRER: Baby Boas, with motor, like new. 950.00
1—BEEF FRICTION HOIST: Boss #388, size #2, single drum, 10 HP motor, with 20 ft. 1/4" BBB lift chain. 235.00

Miscellaneous

1—BOILER, Union Iron Works, HRT, 72" dia. x 18'0" long, with 74-4" tubes, 150 HP, 150# w.p. \$6500.00

Telephone, Wire or Write if interested in any of the items above, or in any other equipment. Your offerings of surplus and idle equipment are solicited.

BARLIANT AND COMPANY

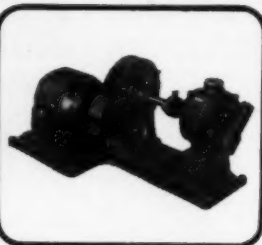
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The firms listed here are in partnership with you. The products and equipment they manufacture and the services they render are designed to help you do your work more efficiently, more economically and to help you make better products which you can merchandise more profitably. Their advertisements offer opportunities to you which you should not overlook.

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